

**the American Perfumer  
and ESSENTIAL OIL REVIEW**  
**COSMETICS - SOAPS - FLAVORS**  
EST. 1906

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## Editorial Comment

### Louisiana Asserts State's Sovereignty

David E. Brown, state health officer of the state of Louisiana, has informed manufacturers in this industry as follows: "Beginning March 1, 1946, action will be taken against all cosmetic preparations containing estrogenic hormone, any of its chemical derivatives, or any synthetic chemical product possessing properties similar to estrogenic hormone that are being offered for sale and distribution in Louisiana."

"Therefore, if you have any products such as these being offered for sale and distribution in Louisiana, it would be to your interest to immediately withdraw such products from the markets in Louisiana."

It is not our purpose to argue the merits or demerits of estrogenic substances in this column. It is a controversial matter and so far opinion is divided.

However, it is generally felt that the action of the state of Louisiana is premature.

### Copra Situation Remains Uncertain

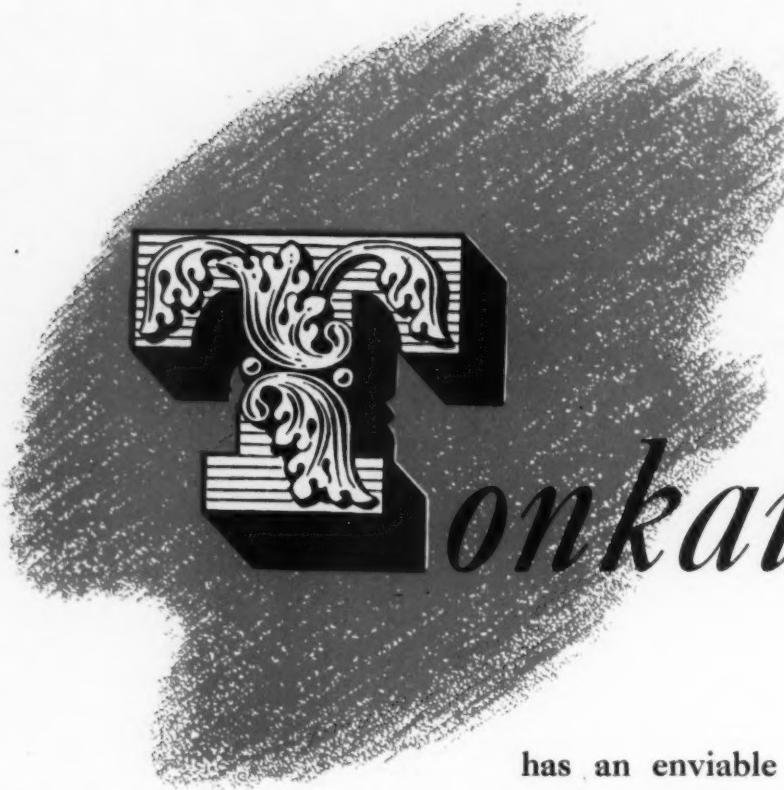
The copra situation remains one of the most important factors in the fats supply picture for soapmakers.

The CEMCO, Copra Export Management Corporation, an organization which is made up of five of the leading companies in the copra export business from the Philippines before the war, is a responsible organization.

However, the bottleneck remains transportation. Inter-island shipping remains the largest problem. The boats which were used to transport merchandise between the more than 700 islands of the group are gone.

Another discouraging factor is trucking. Like the boats, the trucks are gone.

Mr. Igual, manager of CEMCO in the Philippines, has voiced the opinion that copra export would probably increase during the first six months of the year, but he was afraid that conditions would not permit the increasing rate to continue throughout the year because of the basic lack of shipping.



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# Desiderata

by MAISON G. DENAVARRE

## THE COLORED TRADE

There is a lot of opportunity for real developments in products intended for negroes and other colored people. Hair straighteners, bleaches, antiperspirants deodorants and make-up to mention a few. Many products now being offered for the colored trade are darn near worthless. Think of the possibilities of a worthwhile product based on a little scientific research. Hair straighteners, for example. Straightening hair is simply the reverse of permanent waving. So why aren't there some better hair straighteners on the market? That is just one item.

## ESTROGEN CREAMS IN LOUISIANA

The Sovereign State of Louisiana says you can't sell estrogenic cosmetics after March 1, 1946, inside its borders. *WHY?* The Federal law doesn't prevent it.

It is a lousy trick anyway you put it. Why didn't the state give the manufacturers 3 or 6 months to argue their case, review it on its merits, consult real experts, *then* arrive at a verdict? Oh! no, that would be the democratic way.

It is interesting to know that another state did about the same thing some 12 months or so ago. The eventual outcome was different, however. Wonder what will happen this time.

## CREAM SHAMPOO

When a lot of people are doing something that isn't legal, the better thing to do is to make it legal. So, *now it is legally possible* to buy the paste form of sodium lauryl sulfate which is the base of all good cream shampoos. Of course, the fact that

it is made from coconut oil makes the item a bit tight at the moment, but if you can get it, you can now use it without "blind pig" methods.

## BUTTER FLAVOR

Some people got the wrong impression from Question and Answer No. 577 appearing in the December issue of THE AMERICAN PERFUMER.

The question posed a real flavoring development, something outside the realm of activities of THE AMERICAN PERFUMER. To boot, there are few if any formulas for good butter flavors published. The good ones are apparently resting with the people who developed them. One party showed how a good butter flavor could be made by submitting a sample . . . and it was a darn nice product. Another said butyrate are not, and should not, be used. Maybe so. All we know is that some people are using them and that the literature mentions them. One went on to say that diacetyl alone is no good. It must be used with acetyl methyl carbinol in a particular ratio for best results. We know some are using *starter distillates* as a base, variously finished to give the desired effect.

We know that it is possible to use a particular chemical which overcomes the fleeting character of diacetyl especially in items subject to high heat such as candy and baked goods. This chemical liberates diacetyl upon contact with moisture in the presence of heat. The flavor is more permanently fixed in this manner. (Incidentally a similar idea has been patented in conjunction with other flavors used in gelatin desserts.) One mentioned that ethers such as the valerianates have no



M. G. DeNavarre at work in his laboratory

place in butter flavors. And so on.

All we know is that we don't know for sure what does belong in a butter flavor because it depends on the use it is to be put to first. Second, there is plenty of variety in the ingredients used, but diacetyl alone or with acetyl methyl carbinol are common in modern butter flavors. There are some real good butter compounds available from flavor houses, so why fool around?

## NEW PRODUCTS' FATE

There are literally dozens of dozens of new products in various stages of completion, ready to appear on the market the moment the containers are available. Therein is the rub. The container isn't to be had, relaxation of glass orders or not. And it may be all of the year before much relief is actually felt. Bottles and jars are just as much of a problem today as they were a year or more ago. Paper containers aren't in any better supply to speak of either. So, the grief is still with us as is the careful planning in their use.

## HAIR DYE

A new hair dye, capable of being either a one or two bath operation, has recently been patented. Better and more even spread of dye using *safer* dyestuffs is claimed for the product. Apparently it is available only on large contracts, however. From what has been seen of it, the dye seems like something worth looking into.



The Sheffalloy *Sheffield Process* Tube is developed to a degree of pliable toughness which we believe has never been equalled in the history of Collapsible Tube Manufacture. It is indeed "a bear for punishment" . . . resisting hard-handed bending, folding and squeezing day after day, until the last portion is used! It's that extra product protection, plus the unusual excellence of our decorations that causes so many of America's leading tube buyers to specify SHEFFALLOY *Sheffield Process* Tubes. Just write or call our nearest office. Let our capable collapsible tube field men give you every possible cooperation.

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There are a lot of cosmetic problems that lend themselves to collaborative work among the chemists in the industry. The results should be published for all to know. For example, there is the matter of color matching, or rancidity, or pH testing. In fact, the last problem intrigues me to the point to wonder if there are any volunteers who would like to join in the job. Solutions labeled in code would be sent for

test by your own method and pH meter, to be reported, summarized and published anonymously. The question is, just what variation can be expected among technicians properly trained, using different instruments, in determining the pH of given solutions. It would be interesting to know, wouldn't it? If you want to try, write me and the solutions will be sent at once. You are not obligated in any way.

a simpler formula? I would also like to receive a good formula for making a cold wave solution, a cream oil hair dressing, the names of the suppliers for the curling rods and other necessary equipment to make the cold wave package.

M. R.—ILLINOIS

A: Chances are the ammonia water you are using is too weak. In fact, we would be inclined to double the amount you are presently using so that you could get a satisfactory product. Keep ammonia tightly sealed all the time. It is very volatile. The amount of stirring and the temperature of packing play an important role in the consistency of the cream. Your best bet would be to pack the cream while it was warm, say 35-40 deg. C. We are sending you the names of manufacturers of cold waving solutions in bulk which you can bottle. We are also sending you the names of several makers of rods to be used with cold waving solution. It is difficult to make a stable water-in-oil emulsion for hair dressing purposes. We do not know of any published information on the subject, but are giving you the names of suppliers who have material available for making such a product.

## QUESTIONS AND ANSWERS

### 582. BOOKS ON MICROFILM

Q: You recently mentioned the availability of microfilm reproductions of unobtainable books. We would be pleased to receive the name and address of this supplier as well as the price for a few of the books you recommend.

J. W. M.—NEW JERSEY

A: There are no fixed prices for reproduction of books excepting a rate per exposure on the film. A number of exposures will vary with the size of the book page and also with your request. The basic rate for books is around 3¢ per page. Microfilms, Inc., Ann Arbor, Michigan, and the U. S. Department of Agriculture Library, Washington 25, D. C., will give you the reproductions in which you are interested. The correct procedure is to write to the organization and ask them for a quotation on a particular book. All microfilms are made to order and are not stocked. They will give you a quotation and upon receipt of your payment for the same, the microfilm will be made for you.

### 583. SOFT TYPE CREAM

Q: As we have been subscribers of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW for many years and also have just purchased one book on Chemistry and Manufacture of Cosmetics; we note in this book many formulas for the manufacturing of cold creams, and would be very pleased if you would pick

out one of the formulas in this book which would represent the Pond's Cold Cream type.

D. A. G.—CANADA

A: We make it a point never to attempt to duplicate advertised brand products. It would be our guess, however, that since the cream you mention is rather of the soft type, that one of the formulas referred to in the book you have that is of low wax content and of high oil content would probably give you a softer cream. This is a natural deduction, and we, therefore, suggest that you try formulas #14, #16, #18 and #20. Obviously the firmer the cream, the more, higher melting waxes it will contain. We, therefore, suggest that you work with creams of low wax content.

### 584. DENTURE ADHESIVE

Q: We are very anxious to get a formula for an up-to-date denture adhesive powder.

S. Z. P.—WISCONSIN

A: The best denture adhesive is karaya gum or some other gum-like substance. Karaya gum is safe and it is cheap.

### 585. VANISHING CREAM

Q: I have been making a vanishing cream for several years using the following formula (formula given). Up until the last two batches, I have had an excellent cream, but lately, I cannot get the mixture to harden. Can you tell me what is wrong or send me

### 586. SUNBURN PREVENTIVE

Q: What is the name and where can I obtain an effective synthetic sunburn preventive? Is the combination of colloidal sulfur and resorcinol to be recommended in a scalp lotion? What is the best and easiest way to prepare colloidal sulfur? Is DDT available in research quantities and from whom? What is the formula for a black hair dye, non-metallic?

J. O. L.—NEW JERSEY

A: The name of suppliers of sunburn preventives is sent to you under separate cover. Colloidal sulfur and resorcinol may be used in a scalp lotion. You should buy the colloidal sulfur from one of the several names given you. DDT has again become tight, but we believe it is available in research quantities from the suppliers whose names are sent to you. Black hair dyes may be made from para-phenylenediamine, but because of the danger involved in using this compound, and since we do not believe that it should be in indiscriminate use, we are unable to give you this information.

# \* BEAUTY PROGRESS \*



This charming little enameled Battersea Box was carried by the ladies of the 18th century filled with tiny stars, dots, crescents of black courtplaster . . . "beauty patches" to enhance the whiteness of their skins by contrast.

**B**y such artifice did the beauties of another day contrive to heighten their allure. The illusion of a healthy, clear skin was induced by contrast with the little black "beauty patch!"

Times have changed. The deathly pallor which was once fashionable has given place to the "healthy glow." But feminine

nature is unchanged. The modern woman, like her ancestress, spares no effort to live up to the current beauty standard and modern aids to beauty are precision products of chemical science.

Tomorrow promises great improvements in the art of the cosmetician as wartime developments in many fields be-

come available to our industry. We, at Allied, are ever alert to adapt new ingredients and processes to product improvement when their merits have been demonstrated. An appointment for discussion of your plans may be made at the Allied Office in the R. C. A. Building, Radio City, New York.

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## Outstanding New Law Suits

*Knowledge of the cause and the outcome of outstanding law suits may assist readers to avoid litigation*

by LEO T. PARKER

*Attorney at Law, Cincinnati, Ohio*

EVERYONE knows that lawsuits are not profitable. Knowing the cause and outcome of outstanding and new lawsuits will assist readers to avoid litigation. Also, with knowledge of new lawsuits readers may win favorable verdicts in unavoidable suits.

Those who desire all details of any of these new lawsuits may refer to a specific citation, obtain and read the complete decision in any good library. File these citations for future reference.

### UNFAIR COMPETITION

Unfair competition is distinguished from infringement of a trademark in that it does *not* involve the violation of the exclusive right to use a word, mark or symbol, but rather involves any violation of a right arising from the operation of an established business. Therefore, without regard to infringement of a trademark the owner of either a trademark or trade-name, identified with his business, has a cause of suit against one who by unfair means usurps the goodwill and distinctive attributes of the business.

For example, in House of Westmore, Inc. v. Denney, 151 Fed. (2d) 261, reported September, 1945, it was shown that a person named Denney manufactures and sells a cosmetic preparation under the regis-

tered trademark "Over-Tone," issued January 21, 1941. The product consists of a solid dry cake packaged in a round flat compact, distinctive in color and design.

The House of Westmore, Inc., is the manufacturer of a cosmetic preparation sold under the registered trademark "Overglo," issued January 5, 1943. Its product is in liquid form and is packaged in a bottle distinctive also in color and design.

The litigation involved, first, whether the trademark "Over-Tone" is valid. In holding it negative the higher court said:

"We affirm the holding of the trial court that the trademark Over-Tone is descriptive and invalid . . ."

On the other hand, this higher court held that although the trademark Over-Tone is invalid is *not* dispositive of whether the manufacturer of Overglo is guilty of "unfair competition." In other words, this court held that although the trademark "Over-Tone" is invalid, yet the manufacturer of "Overglo" may be liable of unfair competition if the future testimony proves that the manufacturer of "Overglo" was guilty of unfair competitive practices.

### FALSE STATEMENT

According to a late higher court decision any statement designed to induce a purchaser to believe that a

product will cure a disease is false and illegal.

For illustration, in Riley v. State, 23 So. (2d) 10, reported July, 1945, it was shown that a company marketed a product labeled: "Mineral Rock of All Ages." Directly below was printed: "Won't you give it a trial for Cancer, Rheumatism, Kidney and Bladder trouble, Indigestion, Constipation, Flux, Pellagra, Eczema, Boils, Old sores, Blood Poison and all skin diseases, Sore Throat, Pyorrhea, Female complaints, Malaria."

During the trial several witnesses testified that they were suffering various of the ailments mentioned, and that they took the same Mineral Rock of All Ages with very helpful results.

However, the higher court convicted the seller of violating the Alabama Food and Drug Act and said that the package contained a statement, regarding the curative or therapeutic effect, which was false.

### FALSE TRADEMARK NOTIFICATION

Considerable discussion has arisen from time to time over the legal question: What is the penalty for false advertising that a trademark is registered when in fact registration was denied? Recently, a Federal Court held that such misrepresentation bars the user from relief in suits involving infringement of the trademark.

For illustration, in Fraser v. Wil-

liams, 61 Fed. Supp. 763, reported September, 1945, it was shown that a company in 1936 sent an application for registration of the name RUX to the United States Patent Office, which application, after some time, was denied. However, the company used the phrase, "Reg. U. S. Pat. Off." on its cartons and labels for several years. Later the company became involved in a trademark infringement. With respect to illegal use of the phrase "Reg. U. S. Pat. Off." on its cartons and labels the Federal Court said:

"This constitutes misrepresentation to the public and is sufficient to bar equitable relief."

#### FAIR MARKET PRICE

According to a late higher court decision when for any reason a manufacturer's sale price does not properly reflect the price for which similar articles are sold in the ordinary course of trade by other manufacturers, and the sale is not an "arm's-length" transaction, the tax shall be computed upon a fair market price.

For illustration, in *H. R. Laboratories, Inc. v. United States*, 151 Pac. (2d) 118, reported October, 1945, it was shown that a manufacturer of soap, cosmetics, and toilet preparations attempted to minimize the tax burden. It was organized under the laws of New York and Helena Rubinstein, Inc., transferred to it, in exchange for all its capital stock, the manufacturing part of the business of the parent corporation. The manufacturer sold to the parent corporation and to two wholly owned subsidiaries of the latter, Helena Rubinstein, Inc., of Washington and Helena Rubinstein, Inc., of California, products whose sales were taxable under the 603 of the Revenue Act of 1932, 26 U.S.C.A. Int. Rev. Acts, page 608.

These sales were made at prices lower than those which the parent corporation had formerly charged to the trade, and the excise taxes on those sales were computed and paid by the manufacturer on such lower prices.

The Commissioner determined that those sales by the manufacturer were at less than the fair market price. Accordingly, he assessed additional taxes computed on prices which he determined to be the prices for which such articles were sold in the ordinary course of business by the manu-

facturers or producers thereof. The manufacturer paid those additional taxes, and then sued to recover the sum of \$115,203.82 from the United States of the \$413,236.55 which had been paid the tax collector.

The higher court refused to compel the government to repay these excise taxes to the manufacturer, saying:

"When the taxpayer's own sales prices are less than the fair market price of the goods sold and are not the result of arm's-length transactions, the Commissioner must use another price base for computing the tax and that is 'the price for which such articles are sold, in the ordinary course of trade, by manufacturers or producers thereof, as determined by the Commissioner.'"

#### ARBITRATION INTENTIONS

It is well established law that contracts are valid by which contracting parties agree to arbitrate rather than file a suit. However, the testimony must show that it was the "intention" of the parties to submit their differences to a tribunal rather than enter the courts.

For example, in *Scholler Bros., Inc. v. Otto A. C. Hagen Corporation*, 44 Atl. (2d) 321, reported December, 1945, it was shown that a manufacturer of textile soaps, and dealer in oils and chemicals entered into a verbal agreement. The manufacturer agreed to purchase a tank car of acidulated corn oil soapstock. The verbal contract was the subject of a written confirmation by a broker acting for the manufacturer. This written confirmation included the clause "N. Y. Produce Exchange Rules & Contract to govern." Rule 6 of that organization provides that "Any dispute arising out of this contract to be settled by the Committee on Vegetable Oils, Waxes and Fats of the New York Produce Exchange."

Controversy arose between the buyer and seller when the former alleged that only light colored soapstock could be used in its business, as the seller knew. The shipment contained dark soapstock.

The seller contended that the purchaser could not file suit, because he was required to submit to arbitration before the Produce Exchange Committee prior to the institution of suit.

The higher court refused to agree with this contention saying that a

provision in a contract that disputes should be settled by the committee of the New York Produce Exchange, is not a "contract to arbitrate."

#### STATUTE OF FRAUDS

According to a new higher court decision all verbal contracts are void which cannot be performed or fulfilled within one year.

For instance, in *Kurtz v. Ford*, 62 Fed. Supp. 255, reported November, 1945, it was shown that a man named Kurtz sued a company for damages in the amount of \$85,000 predicated upon an oral contract allegedly made in 1938 for the payment of royalties on a product.

In refusing to hold the company liable the higher court explained that every agreement, contract, or promise *not* to be performed within one year, from the making thereof, is void unless it is in writing and signed by the contracting parties.

#### APPLICATION ABANDONED

Very frequently an inventor may file an application for a patent on a product and then later abandon the application.

According to a decision rendered by the Federal District Court, D. New Jersey, on June 5, 1945, an application subsequently filed for a patent on the same invention is not regarded as a continuation of the first application.

In this case *Lorenz v. Colgate-Palmolive-Peet Company*, 60 Fed. Supp. 824, this court also held that a patent regularly issued is presumed as valid until this presumption is overcome and contradicted by testimony.

In this litigation the patent related to a process for making soap and glycerine, by heating a mixture of low-grade fat and a suitable base, to a temperature in excess of the melting point of the resulting anhydrous soap. Then, according to the patent specifications the mixture is agitated in an atmosphere free of air and at the same time a stream of water vapor is played on or contacts the mixture while in agitating mixture. This court said:

"It is our opinion . . . that the process of the patent . . . was an invention within the meaning of the statute. The Saponification of fats and oils under the prescribed conditions was an improvement on the earlier proc-

esses and a departure from the prior act. The invention, however, was not patentable because of its public use "more than two years prior to the application for the patent."

Whether this decision will be later reversed or modified by a higher court we do not know.

#### OLIVE OIL ADVERTISED

According to a late higher court decision only truthful advertising matter, that may be legally used in connection with medicinal products, is permissible.

For instance, in Driva, Inc. v. Federal Trade Commission, 145 Fed. Rep. (2d) 976, reported 1945, it was disclosed that a manufacturer advertised that olive oil would prevent, or tend to prevent, appendicitis, gallstones, and bladder infections, and that it had the vitamins A., E., and F. in substantial quantities.

The Federal Trade Commission ordered the company to cease and desist from issuing such advertisements of the virtues of olive oil. The higher court approved the verdict, saying:

"It has no therapeutic value whatever except as a carrier for operative drugs; and except also that it possibly has some slight value as a laxative."

#### TRADEMARKS SIMILAR

If the trademarks of two manufacturers are similar to each other, only one mark can be registered in the United States Patent Office.

For instance, in McKesson & Robbins, Inc. v. American Foundation for Dental Science, 150 Fed. (2d) 420, reported September, 1945, a corporation had applied to register its trademark "Dent-A-Min" on dental products. Another corporation filed an opposition on the grounds that this trademark is similar to its trademark "Cytamin," on "medicinal preparations for internal use" and which contains vitamins.

The Court of Customs and Patent Appeals held that the two trademarks are so similar that both cannot be registered without confusion. This court said:

"As to the marks, they differ only in the first syllable. In our opinion their concurrent use on the goods of the parties would be likely to cause confusion in the mind of the purchasing public both as to origin and

as to the goods themselves."

#### ROBINSON-PATMAN ACT

All contracts, combinations, and agreements which tend to create a monopoly are unlawful. However, definite proof must be given that a company actually violates this legal rule otherwise it does not violate any anti-trust law.

For example, in Willard Company v. American Can Company, 22 So. (2d) 461, reported June 1945, it was alleged that the American Can Company had violated the Clayton Act and the Robinson-Patman Act by selling cans in Texas for less than in Florida and that this sale was in violation of these Federal laws.

The higher court held that the American Can Company had not violated any anti-trust law and said:

"The validity or invalidity of an agreement that in operation tends to restrain trade or to monopoly is in general determined by the element of whether it is or is not injurious to the public."

In other words, the fact that merchandise is sold in one state for less than the same merchandise is sold in another state is not a violation of the anti-trust laws, unless the testimony proves that the public is injured.

Also, it is important to know that this higher court stated that the phraseology of the Sherman Anti-Trust Law and the subsequent two acts, namely the Clayton and Robinson-Patman Acts, are so similar that any difference between the one and the other two becomes quite obscure.

#### DIDN'T FURNISH GLOVES

Modern higher courts consistently hold that employers are liable in damages, who fail to supply employees necessary safe materials with which to work.

For example, in Taylor v. Newcomb Baking Company, 59 N. E. (2d) 293, reported April, 1945, it was shown that an employee was employed to wash pots and trays. Two or three weeks later the employee spoke to his employer about a rash on his hands caused by "strong soap powder." The soap had a base of trisodium phosphate, and there was testimony by a physician specializing in industrial medicine that there is "quite a percentage of people" who are "so called hypersensitive individuals" who "many times" will develop

an irritation from soap powder and that methods of protection by means of gloves and protective ointments "are common in the industry."

The jury held the employee, who suffered considerably from a rash and "itch," entitled to recover damages because his employer had failed to provide rubber gloves for employee after knowing that the soap powder caused a rash.

#### STATUTE OF FRAUDS

The statute of frauds provides in all states that verbal contracts are void which cannot be performed within one year. However, a verbal contract is not void if it can be terminated by the employer within a year.

For example, in Hopper v. Lennen & Mitchell, Inc., 146 Fed. (2d) 364, reported 1945, it was shown that Hedda Hopper sued Lennen & Mitchell, Inc., advertising agent, and the Andrew Jergens Company for breach of a contract.

The testimony showed that Hopper entered into a verbal agreement with Lennen & Mitchell. Hopper contracted to render her services on the radio for a term not exceeding five years. It was further agreed that the employer could cancel the contract by giving written notice to Hopper 4 weeks prior to the last broadcast of any 26-week period. Hopper was to receive \$1,250.00 per week for the first twenty-six week period with increases and \$2,500.00 per week for the last twenty-six week period.

Hopper alleged that although she was ready to render her services Lennen & Mitchell refused to perform its obligations under the contract and had repudiated the same, resulting in her damage of \$487,500.

Lennen and Mitchell, and Jergens Company alleged that the verbal contract was void because it could not be performed within one year. However, this higher court held that since the contract was to run for five years only if the employer did not terminate the contract, the higher court held the contract valid. This court said:

"If the contract, by its terms, is not to be performed within a year, it is void; but if it may . . . be performed within a year, it is not, even though it may not be performed, or is not likely to be performed, within that time. . . ."

# Essential Oils Book of Standards Advanced

TWO of the principal papers presented at the annual meeting of the Essential Oil Association of U. S. A., held Jan. 11, in New York, were by John H. Montgomery and Dr. Eric C. Kunz.



John H. Montgomery



Eric C. Kunz

Mr. Montgomery of Fritzsche Brothers, Inc., and president of the association for two years, was prevented from speaking in person by illness. His address was read by Ray Schlotterer, managing director. Both papers dealt with the advance which has been made by the association in coordinating and establishing standards for essential oils.

Mr. Montgomery pointed out that at present semi-official bodies, such as the Revision Committees of the U. S. Pharmacopoeia and National Formulary, have particularly benefited through the activities of the scientific section. In these two services monographs on essential oils are now generally in accord with the views of the association.

The scientific section is now turning its attention to a Book of Standards. The first four oils considered were oil bois de rose Brazilian, oil petitgrain Paraguayan, oil spike lavender, and hydroxycitronellal.

The association has been instrumental in overcoming difficulties relative to the importation and sale of oil ocotea cymbarum. This association has also cooperated with the Toilet Goods Association in combatting the counterfeit perfume racket.

Mr. Montgomery stated that the Trade Mark Bureau has completely overhauled its lists during 1945 in

order to make these as complete as possible.

Dr. George Branigan, Ungerer & Co., read a report on oil bois de rose. The oil petitgrain report was prepared by Fred Hilbert, Fritzsche Brothers, Inc., who was not present. It was read by F. Langenau. The oil spike lavender report was prepared by Dr. A. Warren, Dodge & Olcott Co., Inc., and the hydroxy-citronellal report by Dr. Herbert Schwartz, Norda Essential Oil & Chemical Co., Inc.

Dr. Eric C. Kunz, chairman of the scientific committee, spoke of the need for changes in monographs on expressed almond oil, anise oil, cedar leaf oil, eucalyptol, eucalyptus oil, fennel oil, lemon oil, rosemary oil, sassafras oil, spearmint oil, tolu balsam, cinnamon oil, and oil of clove, which appear in the U. S. Pharmacopoeia and National Formulary. Dr. Kunz is president of Givaudan-Delawanna, Inc.

Many of the changes were rather minor, some were more significant, such as that for oil of rosemary, where a change was necessary to permit Spanish rosemary to meet the U. S. P. requirements.

Recommendations were also made for changes in the monographs covering anethol, bergamot, balsam copaiba, dwarf pine needles, oleoresin ginger, orange flower oil, bitter orange oil, pimento oil and sandal oil. It was found that these suggestions were accepted almost without change.

Dr. Kunz stated that assignments are now in the hands of representatives of the scientific section to work on proposed standards for oil of lemon grass, rosewood oil, terpineol, vanillin, heliotropin and terpinyl acetate.

Problems facing the export trade were discussed by F. K. Goudsmid, of van Ameringen-Haebler, Inc. The outstanding ones were concerned with currency control, Mexican requirements for the disclosure of the quantitative formulæ of cosmetics, and the refusal of India to license imports of synthetic perfumes.

The following officers were elected: President, William Schilling, Jr.; Vice-President, Louis Rapin; and Secretary and Treasurer, Robert B. Magnus.

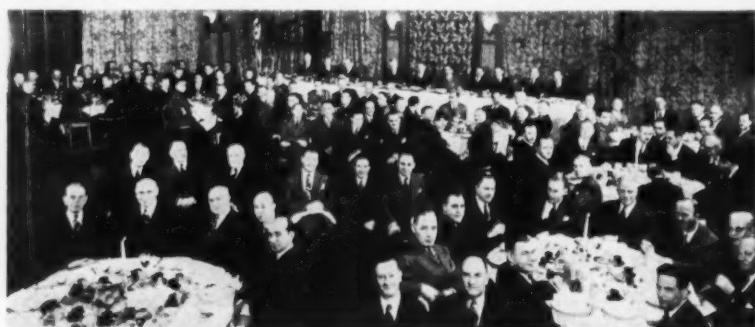


William Schilling



Robert B. Magnus

Frederick G. Buehler and Gerard J. Danco were elected members of the executive committee.



The Essential Oil Association of U.S.A. annual dinner was given Jan. 11 at the Hotel Pennsylvania

# Northam Warren, Pioneer in Manicure Field

*Northam Warren, founder and president of the Northam Warren Corporation, had the courage to pioneer in a new field . . . Success finds him viewing the future with confidence*

by MARTIN KANE

THE world's oldest and largest distributor of manicure preparations has an anniversary this year—its 35th in the drug and cosmetics business, which in 1911 seemed too overcrowded to warrant much chance for success.

This anniversary of the Northam Warren Corporation occurs as the company is looking forward to one of the brightest periods in its history, despite the fact that it has even come through depressions with an increased sales record.

To Northam Warren, Sr., founder and president of the company, the past record of his organization is pleasant to contemplate but not nearly so interesting as its future. Like all pioneers, he prefers to look ahead. As to the precise moment at which he first became interested in the business which became his life work, he settles simply by saying: "I guess I was always interested in drugs."

#### JOINS PARKE, DAVIS & CO.

At any rate, his first step after he was graduated from a business course at the University of Chicago was to enter the drug business. He was employed by Parke, Davis & Co.

With a business education and an opportunity to learn the drug business from the inside, many young men would have been satisfied. But Northam Warren thought differently. He studied nights at the Detroit College of Pharmacy and clerked in drug stores to learn retailing.

The same output of energy and the same sure knowledge of where he is going characterizes him now as it did then.

In those days he was secretary to



Northam Warren

William M. Warren, general manager of Parke, Davis, and that gave him an opportunity to learn the business by working in every department.

By 1910 he had an excellent knowledge of all phases of the business. He was then 31 and he decided it was high time he started a business of his own. For a year he tried being a broker but decided that this field did not offer sufficient future. Besides, it was not as satisfying as having a product of his own to develop and market.

He sought advice among his friends and more than one of them suggested that he "get into an uncrowded field."

But even in 1911 drug and cosmetics was not exactly an uncrowded field. It was, however, the field he knew best. Northam Warren looked it over with a microscope. It didn't look good.

Then he remembered. One day, while he was at Parke, Davis & Co.

he had noticed girl workers manicuring their nails during lunch hour. And he observed that trimming the cuticle with scissors was a tedious and sometimes painful process.

#### SUPPLIES CUTICLE REMOVER

His knowledge of chemistry suggested a remedy and his knowledge of the cosmetics market assured him that his remedy would find acceptance in a field which was definitely uncrowded. Scarcely 25 per cent of the women in the United States at that time were using manicure preparations. Almost all this business went to the professional trade. He decided to supply women with manicure preparations which they could use easily.

Cuticle remover, he knew, would satisfy a long-felt need. He called it "Cutex."

Mr. Warren devoted the first five years of his career in the cosmetics business to the sale of Cutex Cuticle Remover alone. He founded his corporation at 9 West Broadway, New York City, with small capital and a staff of two salesmen.

A good part of his time, apart from that given to merchandising cuticle remover, was devoted to studying the possibilities and appeal of all manicure products.

By 1916 he had decided that he was ready to expand. He opened up an advertising campaign which was to be continuous for the next 30 years, paving the way for a voluminous expansion of the manicure business.

His astuteness was revealed in a decision that before he could sell manicure products he would have to make American women, and eventually women around the world, con-

scious of their hands. The entire cosmetics industry, or at least that part of it which is devoted to manicure preparations, owes a debt of gratitude to the pioneering foresight of Northam Warren in this respect.

The first advertising campaign took \$40,000—all the money he could raise—and in view of the size of the company at that time it was a tremendous gamble—a gamble, however, which was backed by a sure knowledge of the field and considerably more than an amateur's understanding of psychology.

Two years after the advertising campaign was undertaken, the company was forced by a rising volume of business to leave West Broadway and take over much larger quarters at 117 West 17th Street, New York City.

#### ESTABLISHES FOREIGN MARKETS

About that time Mr. Warren saw that the United States was not the only market for manicure preparations. The hand-consciousness he had sold to American women was spreading over the globe. He decided to spread his business into foreign countries.

The corporation's manicure preparations met with quick success in Europe and South America. In the ensuing years they spread to Asia and Africa and finally it could be said with complete accuracy that Cutex was known and sold in every country.

It was a matter of ten years before business growth forced another move. In 1918 the company moved to larger quarters, a six-story building at 191 Hudson Street, New York City.

Among Northam Warren's firsts in the cosmetics industry is the fact that he introduced the first nitrocellulose nail polish ever sold to women. It was a tremendous success in that it made hand care far less of a chore, and in the years which followed more and more nail shades were introduced. Women caught on fast to the idea of matching their nail shades to their costumes.

In 1928 the company acquired the Odorono business, originator of the deodorant industry in the United States. Thus one pioneer cosmetic joined another. The company acquired the Peggy Sage line of manicure preparations, this is a higher-priced line selling principally to

the department store trade, in 1930.

By 1939 Northam Warren Corporation was ready to move again. It started construction of a modern plant in Stamford, Conn.

This building, which is 170,000 square feet of floor space on a plot of ground approximately nine acres, is even now being provided with an annex, ground for which was broken shortly after V-J Day.

Though the company contributed its full share of badly needed material for the armed services during the war, the exports to most countries were non-existent, neither war nor depression has been a serious setback to Northam Warren Corporation. Depressions have seen the company forging ahead. It was during the depression of the 1930's, in fact, that Northam Warren saw opportunity in the trend to deeply tinted nails. While other businesses scuttled for cyclone cellars, his firm launched a bold advertising campaign which created an instantaneous rage for colored finger nails.

#### SUPPLIES AIRCRAFT CONNECTORS

When World War II began, company representatives consulted with representatives of the armed services, and inquired what manufactured item would be most needed. It was found that electrical connectors for aircraft represented one of the most serious bottlenecks.

Prior to the war such connectors were produced chiefly by two suppliers. The Government wanted to increase the number of manufacturers in this field.

Though Northam Warren Corporation was totally lacking in experience for such work it converted rapidly to wartime production, while maintaining sufficient production of its regular cosmetics line to keep pace with limitations on production established by the government.

It undertook a complete tooling job which required equipment for aluminum die casting and machining, plastic molding and close-tolerance screw machining. It was the only supplier of connectors, during the war, which produced the entire connector from the die-cast housing to the machining of the parts and the final assembling. With necessary dies and molds, new equipment cost well over \$1,000,000.

At the same time the company af-

fected drastic reductions in costs to the government. A connector which previously had cost the government as much as \$15 was supplied by Northam Warren Corporation for \$2.75, and its efficiency was improved.

To provide space for the War Works Division during this period the company moved most of its Cosmetics Division into other plants in and around White Plains, N. Y., clearing 80 per cent of the Stamford building for war production.

All uncancelled contracts were completed by September 1, 1945 and the War Works Division was closed. More than 90 per cent of the War Works personnel was transferred to Cosmetics. The company reverted immediately to 100 per cent activity on peacetime activities.

#### NEW CANADIAN CO. FORMED

During the war the corporation formed a new company in Canada, Warren Industries, Limited, which engaged in war production for the Canadian government. This work consisted chiefly of metal anodizing and plating of airplane parts, notably airplane propellers.

Going full blast on the production of cosmetics for domestic consumption, Northam Warren is also moving rapidly toward restoration of his far-flung foreign trade which in pre-war days served 93 countries.

The company expects a 55 per cent increase in employment over pre-war personnel as soon as materials become fully available.

Orders are pouring in from abroad. In addition to its manufacturing branches in 28 foreign countries, large quantities of Northam Warren products are shipped from the Stamford plant.

Northam Warren frankly anticipates a boom in the cosmetics industry like that which followed the period just after World War I. He points to the repressed wartime demand for cosmetics which can now be satisfied.

Since he opened his business in a little downtown New York loft 35 years ago Northam Warren has observed and created many changes in the cosmetics industry. He believes more changes will occur.

Those who work with him believe he will have a lot to do with making those changes, too.

# Cosmetic Trends in the Middle West

*Stocking shortage brings a mid-winter high sale of leg lotion  
... Consumers demand smarter packaging . . . Drug stores are  
doing intensive work in the advertising and display of cosmetics*

by JEAN MOWAT

If any buyer in the entire field of cosmetics, using the word in its widest scope, had predicted three months ago that February would be an important month in the sale of leg lotions and creams throughout the Middle West he would probably have been rated a bit balmy. But before the Chinook winds blow, the sale of these lotions will have reached an all time mid-winter high.

#### NYLON INSANITY

One has to look backward a little to realize the important comment just above. The day after V-J, hosiery departments throughout the Middle West were literally swamped with customers returning anywhere from one pair to one dozen pairs of hose as they all wanted to board the first ship of nylons. How wrongly they guessed is being reflected at leg-lotion counters. Today women throughout this area stand in line for four and five hours to try and buy ANY kind of hose! The white collar girls don't have that leisure so they must perforce use the lotion. No longer can they shiver when they see the bare knees of the youngsters trotting off to school in ankle deep snow—and wonder about the mothers—they are wearing inner soles in their shoes, galoshes, and bare knees—and their protection is leg lotion.

While hosiery buyers hold their heads; cosmetic buyers are rubbing their hands. Not in years have they sold the volume of hand-lotions (and/or for legs) that is now in daily demand. Stores that usually made a feature of probably four or five brands of outstandingly good lines are now offering as many as

seven types of lotion in one ad! Counters may easily offer an additional dozen. It would appear to prove that old adage that it is really a very ill-wind which blows no one good.

About now leg lotion makers ought to be in the midst of a smart campaign for the best promises for any reasonable amount of hosiery to be available in Christmas 1946. That really gives a chance to prove your product, other than a summertime tan.

#### LOTION DEMAND GROWS

While hand lotions, so featured, have been used for hands and now for legs, there is a great deal of the non-sticky type being used as a face lotion, and many women powder over it. In fact, some sections throughout this region, such as the Northwest, report that this type, plus a lip pomade, are active in daily sale. As these are both nationally and locally advertised it would seem that a push on them at this time is excellent.

#### FOUNDATION EDUCATION NEEDED

There was a time when no woman felt well dressed unless she used a vanishing cream as protection in cold weather, for a powder base. That cream, according to many buyers, has vanished. But it has been given new prestige by the various tints of foundation creams. These creams have been boosted for summer-time use. The story being that upon using such-and-such a cream one's face would never be shiny.

With freezing weather in the Carolinas and cold nights in both Florida

and California, there is an interesting lack of attention by stores, even national advertisers, on the big sale they've missed by not plugging this cream-type idea as a winter MUST. In eight major cities of the Middle West only two stores have even given the idea space on the counter—as a featured item for winter protection—and these happened to include it as a part of a smart kit.

If makers of these fine creams don't bestir themselves to sell such excellent and protective foundations (and in tints to match various skin tones), they will find that women who have taken to hand lotion for this use will require re-education to its mid-winter smartness. "There are only a few women who use a tinted base during cold weather," was the comment of a young buyer, "and they are definitely cosmetic minded. In fact, we'd not think of suggesting it now because it has always been a good summer item," she added. It might be well to comment that powder makers expect to sell their product the year-around and two sales can be made, rather than one.

#### KITS FOR GIFTS

With virtually every store sold out of good kits during the recent holidays, too many buyers are of the opinion that these are strictly a holiday item. Oh, yes, they sell 'em during the year but there is no push behind them. Yet, it is estimated that several million men and women will take to the road for Spring, Summer and Fall vacations and need just such compact units for their cars. Then there is graduation . . . confirmation . . . Easter. . . . Buyers

have made their figures pretty easily but how about it when millions are spent for vacations? Then watch your cosmetic sales.

#### WHAT ABOUT BATH ACCESSORIES?

There are many rumors traveling about the Middle West. No two stores of equal importance have the same answer. Buyers disagree with the clerks, so the question of the spot importance of bath powders and bubble baths is now thrown into the open. Some stores feel that the sales' peak has been reached. Yet these held steady throughout the past two months.

Stores that have long stocks on bath oils and body sachets are frank to state that these will give competition to the other bath accessories, but not necessarily decrease their sales. "It is just added sales," was the expression used by a Minneapolis buyer. "Body sachets are the big item in this field that will develop as the year grows older," was the comment of a Chicago buyer. They are probably both right. Yet all buyers are keeping an eagle eye on stocks. More and more stores are doing monthly inventories on these stocks as well as perfumes and colognes to keep abreast of consumer demands.

#### SPRING HAS COME

While snow and ice, blizzards and sleet compete with the sunshine of the Southlands the first whiff of spring has come into the departments as women are changing from a heavy scent of some sophistication to the lighter floral types associated with summer breezes. This same trend is apparent in colognes. The social season has passed its crest—the Lenten period is approaching and that always means a change in fragrance tempo.

But not all the change is in the scent. Millions of men and women in the service who were overseas have seen the smart packages of the French, the Swiss and the Belgians and like them. This became apparent during the holiday season. Packages were not smart enough for these "vets." They also insisted upon packages which had been sealed at the factory. They didn't create confusion in their buying, but knew exactly what they wanted. No cheap package would do. It must also be intriguing,

alluring and carry with it an intrinsic something that the French individualists have always put into such outer containers. They didn't care whether the whole was of French import or domestic—it must have CLASS.

Buyers frankly stated that it posed a problem and some wonder even if the months ahead are sufficiently long before Christmas 1946 to permit the development of such packages. At least it is in the hands of designers.

#### WHERE DO YOU SELL FINE PERFUME?

Perfume counters are always a center for a smelling spree as some women term it. They like to have some on their furs. After several trips to many stores they have combined enough scents to produce something new—and different. This, of course, is where perfumes are sold by the dram, etc.

Several high class stores have placed exclusive packages in their bride's room, the French room for dresses and that for hats. These are among the gayest to be seen in the store. Sales are reported as both high priced and excellent. Women buy scents they know and pay the price. The idea has worked well in specialty shops and now the department stores exclusive sections have added this as a smart dress accessory for the right time and place. Only packaged goods in smart containers are sold in this manner.

#### AT LAST IT'S HAPPENED

Since there has been no formal declaration that the war is officially over, anything can happen. It has in cosmetics. During the past six to eight months leading drug chains have been doing intensive work to educate their salespeople to present the angle of sale seen and heard in the best department stores. They report the program was well received.

How well is only now becoming apparent. Men, especially men who are not considered as too often obnoxious by their wives, have asked for packages that "do not look like a drug store." To most buyers it has been a new angle. The drug stores have pretty much stolen their thunder as to sales' presentation, to some extent in advertising, and definitely so in the modern motif of window display they are now following.

While the war has not yet been of-

ficially declared at an end, the drug stores are determined to up their presentation; the department stores are being forced to call on the best brains in the industry to maintain their lead. Of course, they'll both win. They have their own following and the average drug store has an opportunity of making a good sale after six, when the department stores are closed. But this is going to be something worth watching; both from the manner of the approach of each, and how the different type of store will handle its presentation. The year 1946 will therefore produce much of interest in the way of packages and smart firms may have to make different types, to satisfy each, or can it be done to make the drug stores happy and retain the bid of the big cosmetic business that the department stores give to the industry.

#### Import Price Regulation

Importers who made a foreign purchase or contracted to buy cocoa products abroad before August 29, 1945, and who received a price ceiling authorization, or who applied for an authorization for a price ceiling under Order 38, Maximum Import Price Regulation, are authorized to continue to use the ceiling price to sell unsold stocks, or to pay for foreign purchases under contract; but the importer is obliged to file with Imported Foods Section, OPA, Washington, D. C., a complete description of each item, together with a statement of quantity on hand and unsold on November 12, 1945, as well as of the quantity to be imported, shipment of which has been made before September 28, 1945. The importer also must file documentary evidence of foreign purchase with the name and address of the foreign supplier, date of purchase, description, price paid, and the date of shipment from abroad. After the sale of the purchase has been completed the importer must certify the total amount did not exceed the quantity reported. This certificate must be filed two weeks after the sale is completed. The Order is Amendment 8 to RPS 51, and is dated January 26. Civilian Production Administration issued notice of revision of General Imports Order M-63, under which Congo gum copal was removed from import control.

# Brazil Seeks Stronger Role in Essential Oils

*How Brazil is vigorously attempting to develop her essential oil position . . . Some new products may come into general use*

by A. T. FIORE

*Givaudan-Delawanna, Inc.*

IT was very early in the morning of the sixteenth of November, 1945, when I left the New York airport, bound for Brazil, accompanied by a little book filled with names and addresses, a few precious letters of introduction, many illusions and much misinformation. I was about to see the distilleries and the plantations of the greatest effort to establish a perfume raw material industry in any nation since Grasse had become the world flower oil center.

## CROCODILE EXTRACT

After a brief stop in Trinidad, where I heard of the havoc in that island's lime industry, due to a plant disease not yet under control, my plane carried me to the Brazilian city of Belem, at the mouth of the Amazon River, the heart of the country's crocodile industry. It was not until I had left Belem that I obtained fascinating information on a new animal perfume material being produced there. The material is an extract from crocodile glands; it sells in Brazil for about \$1,200 per kilo, and has gained local acceptance for high-class perfume compositions. Crocodile extract, which I was later able to sniff, and a sample of which made the homeward trip with me, is a unique smelling substance. It has an extreme animal note, without being sweet, attractive and ambrosial, like musk, or unpleasant and fecal, like civet. That it has fixative qualities, I have never doubted.

But it was not for the crocodile that I had come to South America. After staying overnight at Belem, I proceeded, first to Recife, then on to Rio.

Rio de Janeiro was hot, sticky and rainy almost without respite during my Brazilian stay. It is a sprawling metropolis, buzzing with activity, at that moment in the midst of an election campaign. There were frequent demonstrations, political fervor everywhere, and noisy riot squads racing through the streets. And here and there on the streets of Rio, an American soldier or a sailor was seen.

## INDUSTRY REPRESENTED IN RIO

There are a few representatives of the essential oil industry in Rio. They are the exporters, brokers, dealers and shippers, most of them new to this field. Here and there, a representative of a long-established concern is to be found; a man well-informed about essential oils, pre-war markets, possible postwar markets.

After three days, I was glad to leave Rio. If essential oils were to be seen in Brazil, I wanted to see them. This meant Sao Paulo, and two hours after my plane left the Brazilian capital, I was approaching that country's second city.

Sao Paulo . . . From the air, I could see a large city with an architectural pattern, a colorful panorama, whose clay-red rooftops danced and pranced in the sun, and to the fliers, make Sao Paulo look like the approaches to Havana.

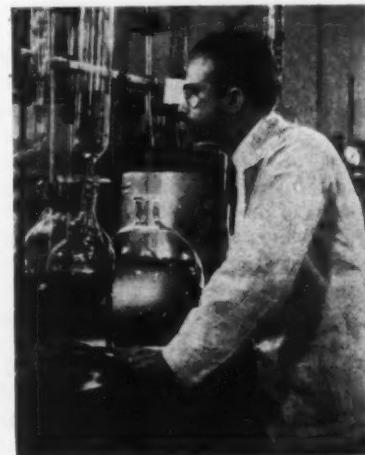
But, with two feet on the ground, and walking on the streets, there is no mistaking the Brazilian character of Sao Paulo. It is Rio de Janeiro again, somewhat smaller though quickly growing, more industrial and less political, but Rio it is. It has

Brazil's characteristic mixture of races and bloods; it has Brazil's enthusiastic and frequently ill-guided activity; and it shares South America's growing respect and friendliness for the *Americano*.

## SAO PAULO—ESSENTIAL OIL CENTER

It is not without significance in the study of this new essential oil center to recall that Sao Paulo has grown from a small and almost unknown village some twenty years ago, to a city of a million and a half, today outranking Rio in industrial importance, already called the Chicago of South America, and threatening to overshadow Rio in the years to come.

Into the city of Sao Paulo there came producers, dealers, agriculturists, technical experts and advisors. Word spread rapidly that I had arrived, and I had a steady flow of



A. T. Fiore at work in the laboratory of Givaudan-Delawanna, Inc., before leaving on his trip to Brazil

calls and invitations. There was never a shortage of hospitality during my stay in Brazil.

I met and talked with the men of the industry, and with the commercial attaches at the American consular office, a group of cooperative, intelligent and extremely well-informed people.

After one week, I was ready for the trip to the interior. To anyone who has not travelled outside the confines of the United States, it is difficult to imagine the complete wilderness, the lack of roads, of transportation, of communication, in the very outskirts of a large commercial city. Some ten miles from the limits of Sao Paulo, the interior begins, a vast expanse of little cultivated, little explored land, that extends many miles further than I cared to travel.

Here and there one finds a group of native huts, shacks with palm thatched roofs and some of vetivert grass, utilitarian use of a perfume-bearing plant matched by the lemongrass that is cultivated on the road embankments to prevent wash-outs.

#### ESSENTIAL OIL PLANTATIONS

The essential oil plantations are everywhere in the province of Sao Paulo. In all directions, large plantations and small are to be seen, here a back yard or an acre, there hundreds of square miles belonging to a single producer.

I smelled the sharp, pungent and pleasant mint which has been the source of Brazilian menthol. I saw vetivert being packed into the still—I found an interesting quantity of Brazilian patchouli, little publicized in the United States as yet. I found a little jasmin and less tuberosé, neither commercially successful thus far. There were a considerable number of citrus plants, lemongrass, some eucalyptus citriodora and large areas of other mixed eucalypts, commercial exploitation of geranium, and less significant plants, such as ambrette seed, anise, cardamom, origanum, dill and so many others that they could hardly be enumerated. Finally, I found people collecting and experimenting with wild lichens botanically related to some of the French oakmoss, and I smelled and examined several oils that I have never seen before, which we shall investigate at greater length in

the coming months, an investigation that will unfortunately be hindered by the confusion surrounding the botanical origin of these oils.

#### BRAZILIAN STILLS

In addition to seeing these plants grow, I visited a large number of stills where the oils were being produced. The best of them, on the largest plantations, would not be acceptable in any American factory. And the smaller producers are frequently using wooden stills, and ingeniously assembled equipment.

For three weeks I walked in and out of these still shacks, talked with owners and caretakers, supped with native oilers, asked many a question and answered many more. I was impressed by the fervor with which the Brazilians had embraced this new industry, by their energetic effort to forge ahead in essential oil production, despite their limited knowledge,\* literature, equipment, trained personnel and the general something which we, in America, call the "know-how." Inspired by the chaotic conditions in world markets, encouraged by the good-neighbor policy, fearful of losing a golden opportunity if they did not take immediate advantage of it, the Brazilians had rushed headlong into the growing of plants and production of oils for perfumery. The growing of plants—any plants, all plants, plants of which they knew little and those of which they knew a trifle more; plants suitable for Brazilian soil, and those that can hardly thrive there; plants requiring unavailable fertilizers, unavailable nursing and cultivation, unavailable insecticides; and those that can grow sturdy and healthy in the plateaus of Sao Paulo and on the banks of the Amazon.

With the exception of mint, the Brazilians have given too little care, attention, study and concentration to any one oil, in the hope of entering the market in practically every oil. There is insufficient technical literature and experience to teach the Brazilians whether a certain plant should be chopped finely before it is distilled; whether it should be dried, and if so to what extent; if it is dried, whether it should be re-moistened before the distillation; how big the charge should be or how long the distillation should last.

The Brazilians are hungry for

technical literature. Most of the distillers and growers have not a single reference volume to aid them.

#### OUTLOOK FOR INDUSTRIAL GROWTH

A factor that cannot be overlooked in the study of the outlook for this industry in Brazil is the possibility for a growing inflation in that country. Those who point to the rising costs of labor, fertilizer and equipment in France, Réunion, India, Ceylon or Java, and draw the conclusion that South America is now in a favorable economic position to compete with the exporters from the Old World, are wont to overlook the same inflationary tendencies in Brazil. Costs are already high, and it is not unlikely that they will keep going up. Brazilian taxes are low, it is true, but that factor alone cannot put Brazil in a favorable competitive position.

Some of the plants which the Brazilians have grown and distilled will have to be discarded. Quality will be unable to reach the perfumers' standards, and prices will be out of line with the products from other countries. In other oils, the Brazilians will undoubtedly find a permanent outlet, whether in their own country or in Europe or the United States.

The Brazilians have grown many new plants, the botanical identification of which is frequently difficult. Adequate samples of these oils are among my most precious possessions. Our studies will be reported in the coming months, but already it is safe to say, from past experience, that few of the new and rare essential oils are ever accepted. This is a field with doors closed to newcomers, unless a new oil has a high content of a chemical (as safrole, or rhodinol) already found in one of the older oils.

What, then, can be said to be the over-all impression of a study of Brazilian essential oils? First, the effort that has gone into this work, the seriousness with which it has been tackled. The Brazilians were out to make their country self-sufficient in these products; and, if possible, an important world supplier.

Their work in jasmin, for instance, must be interpreted as an indication of the lengths to which they will go to find natural perfume raw materials within their own borders.

And the search for a fixative from the crocodile is important in the same sense.

Equipment—every metal, alloy, even wood was used. Climate—every section of their vast land was studied. Botanical varieties—if there was no *Evernia*, they would try an *Usnea*.

## Packaging Requirements\*

DURING the war, the Food & Drug Administration, which is the body authorized by Congress to enforce the Federal Food, Drug & Cosmetic Act, was unable to give adequate attention to its enforcement in the cosmetic field except in cases where danger to health or other gross violations were involved. The testing and control of the tremendous quantities of drugs, foods and other products shipped to the armed forces placed a burden upon the Administration that many other matters had to be temporarily neglected.

During that time many new products and new packages were placed upon the market by members of the perfume, cosmetic and other toilet preparations industry and, doubtless because of the lack of vigorous law enforcement, some manufacturers appear to have become careless in matters pertaining to labeling and packaging.

With the end of the war, the Food & Drug Administration will undoubtedly be able to give much greater attention to violations of the law and regulations involving cosmetics and toilet goods.

With that in mind we believe the following brief summary of certain provisions of law should be studied carefully by all manufacturers in the field in order that our packaging may meet legal requirements and in order that manufacturers may not be involved in costly and difficult legal actions.

### WHAT THE LABEL CONTAINS

The label of a cosmetic must contain the name and place of business of the manufacturer, packer or distributor.

Where the distributor is the actual manufacturer, the name and address alone are sufficient. Where

Out of an effort of this sort was the American Frontier pushed westward. I am convinced that these new pioneers of Brazil will meet with success as well. They know of handicaps, but not of discouragement; they know how to change their course, but not how to turn back!

the distributor is not the manufacturer, the words "distributor," "distributed by," or another similar phrase disclosing this phrase must appear. The words "distributor" or "distributed by" may not be abbreviated.

The label must also contain an accurate statement of the quantity of contents. In the case of solids and semi-solids, this must be stated "net weight, — ozs." and the word may be abbreviated. In the case of liquids, this must be stated "contents, — fl. ozs."

In the case of cosmetics, which are also drugs, the names of any active ingredients must appear upon the label and the quantity and kind of any alcohol must also appear on the label.

### WHERE THIS INFORMATION APPEARS

The required information must appear on the principal label of the package. The words, "principal label," mean the panel or panels most likely to be displayed to the purchaser at point of sale. Placing the required information on a label on the bottom of a box or in any other inconspicuous place on the box is a violation.

*Exception:* Where a package contains no wording on the top or the sides and no distinctive decorative device, it is permissible in some cases to place the required information on a bottom label.

Where a cosmetic is packaged in more than one container (toilet water in a bottle and a box), the required information must appear on the principal label of both containers.

Insufficient space, or interference with a decorative design, trade mark, or device appearing on the package is not acceptable as an ex-

case for not placing the required information on the principal label.

In the case of solids and semi-solids weighing less than  $\frac{1}{4}$  ounce net, the package need not be marked with the contents, but the other information required by law must appear on the label. In the case of liquids, containing less than  $\frac{1}{8}$  ounce (1 dram) net, the package need not be marked with the contents but the other information must appear.

### REQUIREMENTS FOR DRUGS

Where a cosmetic is also a drug and the names of the active ingredients and the kind and proportion of any alcohol are on the label, the labeling must contain adequate directions for use of the product, and in the case of certain products, adequate warning statements against improper use. These statements need not appear on the principal label (front) but may appear on a supplementary label or in a direction circular or leaflet contained in the package.

The law contains provisions that a cosmetic is misbranded if its container is so formed or filled as to be misleading. This means that packages must be filled full. It also means that there must not be any false bottoms or empty space under the cover, or any other condition which might mislead the purchaser as to the quantity of cosmetic she is purchasing. This applies no matter how large or prominent the statement of net contents may be made.

In cases of bottles of an odd shape which must of necessity be packed in rectangular cartons, leaving considerable space within the carton but outside of the bottle, a charge of deception may generally be avoided by printing a full-sized facsimile of the bottle on the outer carton.

A certain amount of discretion is left in the hands of the enforcement officials with respect to misleading containers and it is probable that except in cases of flagrant violations, action would not be taken against an expensive perfume bottle or similar container where the style of the bottle is an important element in the value of the entire package.

\* Bulletin No. 942, The Toilet Goods Association, Inc.

# An Observation on Cosmetic Law

by HUGO MOCK\*

*The following is a condensed version of a paper delivered by Mr. Hugo Mock before the Food, Drug and Cosmetic Section of the New York State Bar Association, on January 24.*

In both the New York State and Federal Law, cosmetics are defined as "articles intended to be rubbed, poured, sprinkled, or sprayed on, introduced into, or otherwise applied to the human body or any part thereof for cleansing, beautifying, promoting attractiveness, or altering the appearance, and articles intended for use as a component of any such articles; except that such term shall not include soap." It is impressive to note that drugs are similarly defined in both acts as "articles intended for use in the diagnosis, cure, mitigation, treatment or prevention of disease in man or other animals and articles other than food intended to affect the structure or any function of the body of man or other animals" and that the definition of cosmetics and drugs in both these acts is purely one of convenience rather than one of scientific terminology and that the distinction between drugs and cosmetics is largely an artificial one which will tend more and more to be broken down.

For instance, deodorants are popularly recognized cosmetics but one class of deodorants which are chiefly distinguished as perfumes respond to the legal definition of a cosmetic only, whereas another class of deodorant which inhibit perspiration are both cosmetics and drugs although commercially both of these items are sold at toilet goods counters and are known only as toilet preparations.

Necessarily, hormone preparations sold at cosmetic counters are both drugs and cosmetics. An item such as vanilla, for instance, is clearly

both a food, a drug and a cosmetic because it is a component of foods, drugs and cosmetics as sold, and hence responds to all three definitions in the Federal Food, Drug and Cosmetic Act.

## FEDERAL LEGISLATION

If we adhere to the narrow definition of "interstate" which was popular many years ago as defined by the case of U. S. vs. Knight 156 U. S. 249, the manufacture of cosmetics would be recognized as purely a State phenomenon, but with the extension of the definition of what constitutes interstate commerce, it is perhaps a beneficial thing that legislation governing the manufacture, ingredients, formulae, etc., of cosmetics should have been initiated by the Federal Government rather than by the individual states.

In rendering this decision, it is interesting to observe that the dissenting opinion of Justice Harlan foreshadowed the more liberal and present concept of what constitutes interstate commerce.

Cosmetics wherever manufactured are of no local significance and are shipped all over the country, the place of manufacture has relation principally to ease of distribution rather than to any other factors.

## LOUISIANA BANS ESTROGENICS

Only a few days ago I was informed that Louisiana had banned the sale of all cosmetics containing Estrogenic Hormones. This is the most drastic action taken on this subject anywhere in the United States. I know it has been under acute consideration by the Food and Drug Administration at Washington for several years and I do say that I consider the action of the Louisiana Board of Health at least premature, considering that as far as I know no damage to health has been claimed

by the use of compounds in this field hitherto sold.

The National Government should retain jurisdiction over cosmetics to the exclusion of local legislation, and you will see the reason for this by a single example—certified colors. Colors are used in foods, drugs and cosmetics, but are especially important in the field of foods and cosmetics. The certified color provisions of the Federal Act have been repeated in all the legislation of the various states including New York, which have been modeled after the Federal Act. The National Government has well equipped laboratories and long experience in the analysis and choice of certified colors. The state laws generally provide that regulations shall be established upon this subject but these regulations in turn in most cases merely refer the subject to Washington. No single state has had the hardihood to try to separately control the certified colors used in the state for the simple reason that no state is equipped either by experience or personnel to deal with this subject and it is properly and logically left to the Federal Government. Highly developed research is in progress in the cosmetic fields as well as in the food and drug fields. The question of specific allergies to raw materials used in cosmetics as well as in other products and the protection of consumers having such allergies is becoming of increasing importance.

The work of beauty parlors and the beauticians, hair treatment and hair dyeing, should naturally remain under state jurisdiction, but in the more intricate and elaborate work required for the protection of the people of the United States in the supervision and analysis of cosmetics as well as foods and drugs, this field, to avoid duplication and waste, should be left to the Federal Food and Drug Administration.

\* Counsel for the Toilet Goods Association.

# Short Adages

by R. OMATTICK

A WARM, cheerful thought for a frosty February! It was John Ruskin who said, "Life can be full of music if one strikes only the right notes." That is as true in the career of a perfumer as in the life of any man. We know such an one who struck some right notes and as a result his perfumes have a wide sale and life is full of music; steel, motor and electrical strikes, notwithstanding.

This may mean nothing at all but explain, if you can, the fact that one well-known perfume house has the most modern perfumes imaginable yet does business in a very old-fashioned way. Another perfume house, which is up-to-the-minute in matters of everything from proper lighting fixtures for its offices and plant down to the type of lettering to use for its letterheads, has nothing but old-fashioned perfumes. However, the top men of both firms are enthusiastic contributors to this Column so we have nothing "agin them."

It is the fellows from the house with the modern perfumes and the old-fashioned methods who are always sending in bits from Shakespeare on perfumes and flowers, while the chaps with the old-fashioned perfumes write in notes about atom-splitting, mesons, radar, and things of that nature.

For example—we quote: "Col. Council landed in a jet-propelled Lockheed P-80 in Little Old New York 253 minutes after leaving Long Beach, Cal." We look into the not-too-distant future and report this conversation:

*Customer in California:* (calling up an Essential Oil House in New York at 9:05 A.M.) "I want to place an order for two pounds of Weeping Willow Bouquet and we would like to have it before 9:00 A.M."

*E.O.H. Order Clerk:* "We will try our best to do it but the early Jet Propulsion Plane has already left for

the Coast. However, we have a Compounding Department on the early plane and we shall radar the formula to them so that they can make up the two pounds of Weeping Willow Bouquet *en route*. If it takes less than 253 minutes to make this compound you will have it before 9 A.M. Pacific Time. There is no extra charge for this service but you may find the odor a bit off because the plane goes so fast some of the atoms in the ingredients may split wide open while the plane is in flight."

And an enterprising E.O. House will have an ad like this in THE AMERICAN PERFUMER of 1959: FOR COMPOUNDING PERFUME OILS ON JET-PROPULSION PLANES USE OUR ANTI-ATOM SPLITTING FIXATIVE U-285.

And that energetic and restless salesman of Perfume Oils, Mr. Sand L. Wood, will leave his New York office at 10 A.M., flying down to Texas to have lunch with a customer, fly back to New York to pick up a

Broadway, by that successful English playwright, Mr. W. Shakespeare, says that Autolychus, a rogue, sings this song:

"Gloves as sweet as damask roses;  
Masks for faces and for noses;  
Bugle bracelet, necklace amber  
Perfume for a lady's chamber."

Sounds like good copy to us.

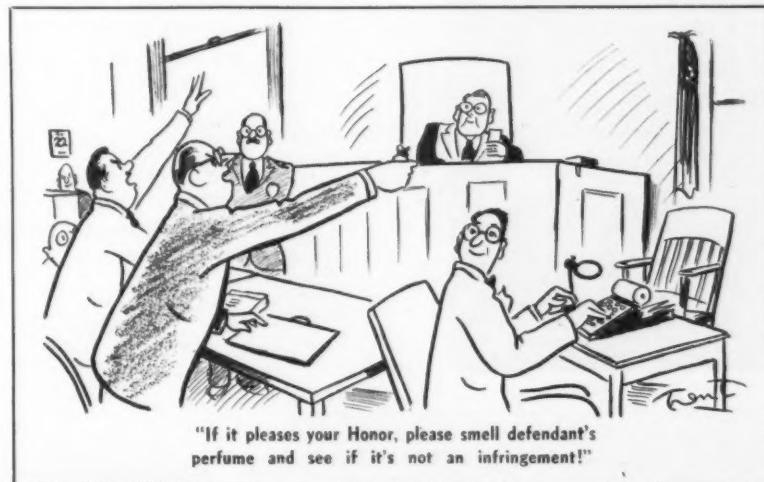
\* \* \*

One of those smart boys who make ye Perfume ads that appear in Theatre Programs missed a natural. The ad should have quoted the above lines and then—"IF SNIFLEENE had been created before THE WINTER'S TALE, WILL SHAKESPEARE would have mentioned it by name. ONLY \$64.00 per ounce."

\* \* \*

When Dr. Rowmaterial is furious (and who isn't these days with the shortages in full swing), the good Doctor resorts to his native French.

"I have to make up some Foin Coupé," he said, "and to make Foin Coupé, or New Mown Hay as you call it, it is necessary to have the coumarin. There is no coumarin and I



sample he had forgotten, then away to Los Angeles and get back to the Hotel Lafayette in New York in time for the BIMS BANQUET and a little friendly game of chance with the boys.

How about a deodorizer for the kerosene that is used in Jet-Propulsion planes—get your sample now!

Pat Chouli, who saw the current production of The Winter's Tale on

search partout for the coumarin and find none at all. It is like we say in French, to chercher une aiguille dans une botte de foin coupé."

\* \* \*

But cheer up, dear Reader, it won't last forever. Some day you will be able to get musk ketone, musk ambrette and lots of other things without exerting the effort that would ordinarily be associated with getting a 99 year lease on the Empire State Building.

# Packaging

PORTFOLIO

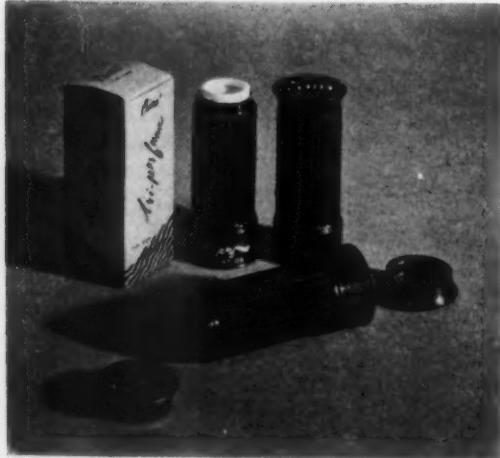
ROYCEMORE



SOUTH CAROLINA



PRIESS



MUNISING



## VOLUPTE

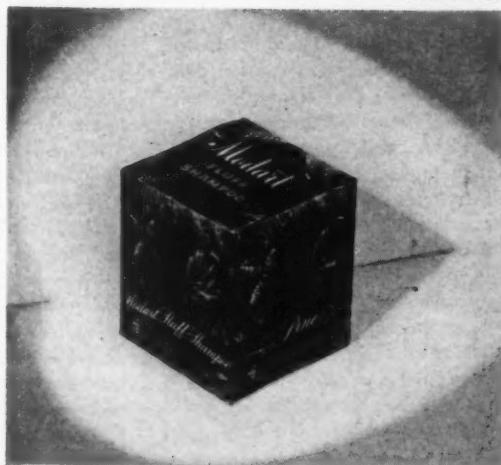
MUNISING: Munising Paper has impregnated paper petals with different scents to make Sachet Petals. The jar they come in is pink and the metal cap, a combination of pink, blue and white. There are about 100 petals in each jar, tied with a silk cord. The square carton carries the color theme of the cap.



VOLUPTE: First in Volupte's brass metal series is this colored enamel compact. The blue, green and white palm tree scene covers both sides of the new compact which features a metal door in place of the loose powder sifter of former days. The square compacts are made in two sizes.

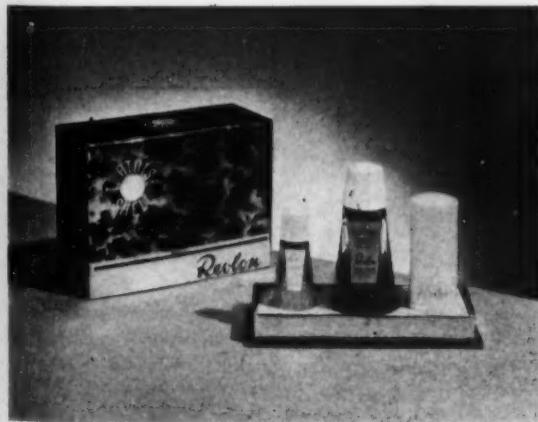
## LA MAUR

LA MAUR: Natural pine boughs are used to gain true color reproduction in a striking kodachrome carton for La Maur Products new cream-type Modart Fluff Shampoo.



REVLON: Revlon's new shade of nail polish, lipstick and face powder, Hildegard Rose, is gayly packaged in green with Hildegarde's silhouette and gloved-hand and rose signature. Tortoise Shell is a second creation by Revlon. The russet toned nail enamel and make-up are presented in simulated tortoise shell packages with traces of gold leaf.

## REVLON



## REVLON



# Technical Abstracts from Scientific Literature

*These brief abstracts listed provide a convenient key to current scientific literature of the world on perfumes, cosmetics, soaps, dentifrices and other preparations*

**Clouding and sedimentation in clarified apple juice.** A. M. Neubert and M. K. Veldhuis. *Fruit Products J.*, 23, 324-8, 347 (1944). No dependable method for controlling or delaying sedimentation was found. Its formation appeared to be quite general during storage of pasteurized, clarified apple juice regardless of the variety or maturity of the apples used or methods used to attain clarification. Juice clarified by means of pectin-decomposing enzymes in general deposited a greater amt. of sediment and after a shorter storage period than did juice clarified by other methods. Juices varied widely in storage period required before sedimentation occurred, in some cases remaining clear for over 2 years. The period of stability of clarified apple juice appeared to depend upon properties inherent in each particular lot of juice. These properties were not consistently controlled by any treatment studied. The sediment was a rather inert substance which agreed in its chem. properties with those of phlobaphenes. The formation of sediment appears to be a colloidal phenomenon. It is suggested that restabilization of the colloidal system present in apple juice, after clarification, offers the greatest hope for the control of this problem. (Through *C. A.*, 39, 2154, 1945.)

**Some properties of alginic acid and its salts.** Ph. Malvezin. *Bull. assoc. chim.* 60, 213-16 (1943); *Chem. Zentr.* 1944, I, 757-8. The literature is reviewed. When 1 mol. each of alginic acid (I) and of  $\text{AlCl}_3$  were heated for 1 hr. at 130-140 deg. and 2 kg. pressure in the autoclave,  $\text{CO}_2$  was given off by the destruction of 1  $\text{CO}_2\text{H}$  group. In the absence of  $\text{AlCl}_3$  the I forms an inner ester and yields a dark brown, viscous mass. I

and its derivatives find extensive industrial application. From the Na salt of I 21 other salts have been prepared by double decompr. Most of these are insoluble except the alkali and  $\text{NH}_4$  salts. The I esters of polyalcohols show very interesting properties. The Et ester was obtained by heating in the autoclave at 130 deg. under 2 kg. pressure as an amorphous fatty mass, insol. in  $\text{H}_2\text{O}$ , but giving a fine emulsion with it. I, heated for 4 hours, at 120 deg. with lycol in excess, gave the glycol ester, an amorphous brown, fatty, viscous substance, of the consistency of butter, insol. in  $\text{H}_2\text{O}$ , but easily forming an emulsion with it; soluble in  $\text{EtOH}$ , insoluble in  $\text{Et}_2\text{O}$ . The ester is saponifiable and gives a stable foam. The glycerol ester was obtained under the same conditions and has the same properties. In all these esters I acts as a monobasic acid. The attempt to rupture the chain of the polymeric uronic acid by hydrogenation in the presence of Ni was unsuccessful. Neither uronic acid nor ketones could be found among the reaction products. (Through *C. A.*, 39, 3258-9, 1945.)

**Rinse for depilatory solutions.** Hamburger Chemisch-Technische Gesellschaft Dr. Schmitt & Co. *Ger.* 712, 512, Sept. 25, 1941 (Cl. 30h. 13.09). A hydroxyalkylamine solution is used to deodorize after using a sulfide-containing depilatory.

**Cosmetics and local therapeutic preparations.** G. Sperti (to The Institutum Divi Thomae Foundation.) *Can.* 413, 368, June 22, 1943. In a preparation that depresses tissue respiration is incorporated a respiratory stimulant, e. g., the acetone-insoluble portion of the water-solution constituents of yeast cells.

<b>Rhubarb ice.</b> B. I. Masurovsky.	
Granulated cane sugar	12 lb.
Cornsirup solids or dextrose	6 lb.
Water	14 qt.
Rhubarb sauce	2 qt.
Locust bean gum	2 oz.
Pectin	1 oz.
Strawberry color	1/2 oz.
Lemon juice	1 qt.
or 2 oz. of 50 per cent citric acid solution	

**Directions:** Combine the cane sugar, corn syrup solids or dextrose, locust bean gum and pectin, mixing thoroughly. Heat the water to 180 deg. F. Sift the dry mixture into the hot water and stir vigorously until it is completely dissolved. Cool this; mix to about 50 deg. F. Add the rhubarb sauce, lemon juice or citric acid solution and color by stirring until well mixed.

Put the combined mixture in a freezer and start whipping and freezing until an overrun of about 40 per cent is obtained. Remove from freezer to containers and place in a hardening room at 15 deg. F.

In case citric acid solution is used instead of lemon juice it is necessary to increase the water to 15 qts.

If the rhubarb sauce is of a pale color it is advisable to step up the color from 0.5 to 0.75 oz. (Through B. I. Masurovsky, *Food Industry*, 16, 157, 1944.)

**Preventing surface darkening in certain home-canned foods.** J. J. Powers and C. R. Fellers. *J. Home Econ.*, 37, 294-6 (1945). Surface darkening and the development of oxidative off-flavors in home-canned peaches, pears, and plums were prevented by the addition of 129 mg. per pint jar of L-ascorbic acid, D-isocitric acid, or D-glucoascorbic acid. (Through *C. A.*, 39, 3372, 1945.)

# SOAPS

## Expect No Fat Quota Increase Soon

*Movement of copra from the Philippines is hindered by lack of transportation . . . Soapmakers have contributed generously to the war effort in saving paper and fats*

ONE of the main factors developed at the annual meeting of the Association of American Soap and Glycerine Producers, Inc., held Jan. 10

and 11 at the Hotel Roosevelt, New York, N. Y., was that no immediate increase in fat quota for soap making may be expected.

Dr. D. A. FitzGerald, Director of Requirements and Allocations of the U. S. Department of Agriculture, stated that "in 1945 about 2,100,000 pounds of fats were used in the manufacture of soap." He further said that, "if estimates in 1946 prove to be correct, and if it is possible to reduce year-end soap stocks by as much as 100,000,000 pounds, we should have for 1946, 5 to 10 per cent more fats and oils than we had in 1945. This statement is based on

the expectation of importing nearly 400,000,000 pounds of fats and oils in 1946, which is slightly higher than what we actually imported in 1945."



Richard R. Deupree  
President



H. Kranich  
A New Director



H. Dock, A Newly  
Elected Director



T. E. Allen  
A New Director



Talking things over before the Soap Association meeting began. Left to right: Wilder Breckenridge, Adrian F. Busick, Lt. Margaret Sharck and Commander J. W. Guthrie, and Roscoe C. Edlund, who is manager of the Association.



Four soap makers who attended the annual meeting of the Association of American Soap and Glycerine Producers are shown above. Left to right: John T. Stanley, D. A. Sullivan, R. W. Boedecker and William J. Merrins.



Relaxing before the luncheon given at the Soap Association meeting. Seated left to right: R. L. Babb and L. J. Decosta, and Lafayette Cox and James L. Walter. Standing: J. P. Moser, Frank W. Luther, J. T. Lace and E. J. Sella.

"The largest single item in that import schedule is coconut oil, cocoanut oil from the Philippines.

"I have a personal conviction that we can't get in the first six months of 1946 more than 30 per cent of our annual expectation, and in the first quarter I should be inclined to doubt whether we can get more than 8 to 10 per cent of our annual expectation.

"I think that during the first quarter of 1946 we cannot expect any substantial improvement in the availability of soap fats. They should begin to improve in the second quarter, and if our guess for the year is correct, they should be noticeably better in the last half."

In commenting on the difficulties encountered by CEMCO, Mr. FitzGerald stated: "CEMCO substantially had to start from scratch." There were no means of communication, no banking system, no banks, no trade goods, rampant inflation, insufficient storage space, no loading docks. CEMCO is the Copra Exporting Management Corporation. It is organized under Government auspices and consists of the firms who prior to the war had done business in the Philippines. I think there are five in the corporation."

#### POTASH SOAP MEETING

The morning session, Jan. 10, was devoted to a forum for the discussion of potash soap production and distribution. A. P. Federline, chairman of the division, acted as chairman.

Papers offered were: Problems of Packaging Potash Soaps—In Tin and Terne Containers, by W. K. Neuman; Problems of Packaging Potash Soaps—In Steel Drums, by Dr. L. H. Ott; What the Caustic

Potash Industry Has Done to Improve a Basic Raw Material, by James E. Ferris; How to Evaluate Fatty Acids in the Manufacture of Potash Soaps, by Dale V. Stingley; Phosphates—Their Value in Liquid Soap, by Dudley J. Bachrach; The Relation of Synthetic Detergents to Potash Soaps, by Herbert Kranich; Some Problems in Selling Potash Soaps To Consumers, by Benjamin Newman; and Some Problems in Selling Potash Soaps To Jobbers, by Melvin Fuld.

Following a luncheon as guests of the Association of American Soap and Glycerine Producers, an open forum devoted primarily to a discussion of the present quota controls on soap fats was held.

Roscoe Edlund acted as moderator of the discussion which revolved mostly around the question "Should WFO-42b covering soap fat quotas be revoked at this time?"

One hundred thirty persons, including representatives of sixty-six soapmaking companies, both large and small, attended, and there was a wide divergence of opinions.

The annual meeting of the Potash Soap Division of the Association of American Soap and Glycerine Producers started the meeting on the second day. Herbert Kranich presided.

The entire industry met for luncheon, followed by a discussion of the major problems concerning fats, quota, soap and glycerine. The principal addresses were by Dr. D. A. FitzGerald and E. H. Little.

#### E. H. LITTLE REPORTS

Mr. Little pointed out that the industry had kept up the supply of

soap with minimum inconvenience to consumers, and without the necessity of rationing.

Enumerating the industry's services during the war, he credited the soapmakers with increasing glycerine production, saving 40 million pounds of paper and paper boxes per year, greatly reducing the use of freight cars and tank cars without corresponding reduction in shipments, and collecting over 600,000,000 pounds of fat through the American Fat Salvage Committee.

Up to January, 1946, the cost of the Fat Salvage campaign in actual cash expenditures, was \$4,200,000, and a like amount was contributed in the form of radio announcements, advertising and other direct company aid.

#### OFFICERS ELECTED

Meeting immediately after the industry meeting, association directors elected R. R. Deupree president of the Association for 1946. The directors voted to retiring president E. H. Little thanks and appreciation for services well done, and elected him Association vice-president for the Eastern States.

Other officers elected were: vice-president for Western U. S., H. F. Bernhard; vice-president for the Central U. S., E. A. Moss. N. S. Dahl was again reelected treasurer.

The new Board of Directors in addition to the officers, consists of: T. E. Allen, H. D. Banta, C. E. Bertolet, F. A. Countway, H. Dock, D. M. Flick, C. G. Fox, E. B. Hurlburt, Herbert Kranich and G. A. Wrisley.

Roscoe C. Edlund, manager of the association, was reelected secretary.



Luncheon guests: J. A. Van Swearingen, U. S. Census Bureau, Robert Deupree, chief of OPA's Drugs, Soap and Cosmetics Section, and Dr. D. A. FitzGerald, director of Requirements and Allocations office, Department of Agriculture.



Seated at the head table: Roscoe C. Edlund, manager of the organization, Gordon Peyton of the Production and Marketing Administration, Department of Agriculture, and Charles E. Lund, Fats and Oils Branch of the Department of Commerce.



A group at the Soap Association's luncheon. William A. McConlogue, chief of Soap and Glycerine Unit of the Department of Agriculture, James L. Walter, attorney for the Fats and Oils Section of OPA, and Wilder Breckenridge, Kenyon & Eckhardt.

# FLAVORS

## Vanilla Extract a Favorite Flavor

*Increase in the number of flavors available in the past four decades has not diminished the importance of vanilla*

by MORRIS B. JACOBS, PH.D.

AT the turn of the century the principal flavors used in the United States were vanilla and lemon,<sup>1</sup> for more than 95 per cent of the flavor extracts manufactured in that period consisted of these flavors. Most of the other flavors were artificial types. At the present time vanilla, lemon, and orange still hold a preeminent place in public esteem. A recently compiled bibliography<sup>2</sup> contains 362 references covering the topics of botany, culture, diseases and insect pests, economics, patents, processing and chemistry, toxicity, and general aspects of vanilla.

The Food and Drug Administration<sup>3</sup> defines *vanilla extract* as the flavoring extract prepared from vanilla bean, with or without one or more of the following: sugar, dextrose, and glycerol; it contains in 100 cubic centimeters the soluble matters from not less than 10 grains of the vanilla bean. The latter is defined as the dried, cured fruit of *Vanilla fragrans* (Salisb. Ames (*V. planifolia* Andr.)). Botanically vanilla is an orchid.

Vanilla was first described by a Franciscan friar, Bernhardino de Sahagan, in 1575. Vanilla beans were

thought in those times to have great medicinal value and attempts were made to have it adopted as a food but it has survived principally as a flavoring agent.

The manufacture of vanilla extract has, naturally, been discussed in the past. It is appropriate to review the preparation of vanilla extract since the end of the war and release of restrictions will make more of the components used for its preparation available. While it is indeed true that scientific skill and art play a significant role in the manufacture of vanilla extract, particularly in large-scale production of a uniform quality product, a great deal depends upon the choice of beans and other factors.

### PRINCIPAL PROCESSING METHODS

There are two principal methods used for the preparation of vanilla extract. The first and the oldest is that of maceration. The second method and at the present time the method of greater importance is the percolation method.

### MACERATION METHOD

The maceration method is relatively simple. It lends itself to the prepara-

ration of vanilla extract even at the household level. In simplest terms, chopped vanilla beans are extracted by soaking in an aqueous alcohol mixture for a relatively long time.

As a specific example we may take the following illustration. Cut an ounce of vanilla beans finely, preferably with the aid of a machine. Allow the cut beans to soak in 10 ounces of a mixture of equal volumes of 95 per cent alcohol and water for a few days. After it is deemed the beans are exhausted, decant the supernatant liquid and bottle.

The preparation of a mixed vanillatonka extract can serve as an illustration of the more elaborate maceration method. Cut one pound of vanilla beans and a half pound of tonka beans. Add to the mixed beans 1.5 gallons of 95 per cent alcohol, 2 pounds of glycerol and  $\frac{3}{4}$  gallon of water. Mix and allow the mixture to macerate for 8 days, after which time filter.

### PERCOLATION METHOD

The percolation or displacement method is used more widely than the maceration procedure. It lends itself to the more rapid preparation of a



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ANTIBES, A. M., FRANCE

*Anciennes Maisons Jules Blanc et J. Mistral*

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*Sole representatives in North and South America*

**CENTFLOR MANUFACTURING CO.**

6 VARICK STREET

NEW YORK 13, N. Y.



Photographed by King C. Tom.  
Vanilla beans, left to right: Bourbon, South American and Tahiti.

flavoring extract and to the possible establishment of a continuous process for the preparation of vanilla extract as opposed to the more usual batch process. If the extracting solvent is kept warm, that is, the temperature is kept around 110-115 deg. F., the extraction will be more complete in a relatively shorter period of time but still higher temperatures are not desirable because there will be both loss of flavor and loss of alcohol through volatilization. However, if a very dark extract is desired, heating to 140 deg. F. for 48 hours after the addition of sodium bicarbonate in the ratio of 1 pound to 50 pounds of beans will accomplish this purpose.<sup>4</sup> The vessel should be covered with Canton flannel with the fuzzy side to the beans to lessen evaporation.

The following is an example of a relatively rapid method for the manufacture of vanilla extract. Place the vanilla beans, after being weighed, in a chopper and disintegrate thoroughly. Transfer to a perforated-metal vessel, resembling in some measure one used in a coffee percolator, and place in a percolator. Pour the washes tabulated below through the chopped beans, and then mix, filter, and bottle, or store the mixture in a tank. The alcohol used is 95 per cent ethyl alcohol. The vanilla extract itself contains 30 per cent alcohol.

#### FIRST WASH

Vanilla beans .....	137 lb.
Alcohol .....	50 gal.
Water .....	20 gal.

#### SECOND WASH

Alcohol .....	6 gal.
Water .....	20 gal.

#### THIRD WASH

Water .....	37 gal.
-------------	---------

#### FOURTH WASH

Simple sirup .....	28 gal.
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#### TOTAL INGREDIENTS

Vanilla beans .....	137 lb.
Alcohol .....	56 gal.
Simple sirup .....	28 gal.
Water .....	77 gal.

To make a somewhat weaker grade of vanilla extract, dilute 150 gallons of the example just noted with 50 gallons of 30 per cent alcohol.

#### ALCOHOL CONTENT

It will be noted that in the example cited, the first wash was made with a solution containing over 60 per cent alcohol. Some authorities believe that 40-50 per cent aqueous alcohol is optimum for extraction by the percolation method. However, using higher concentrations of alcohol for a first extraction and lower alcohol concentrations for subsequent extractions has also proved adequate. The fractional extracts are combined, clarified or filtered and adjusted to an alcohol content of about 40 per cent.

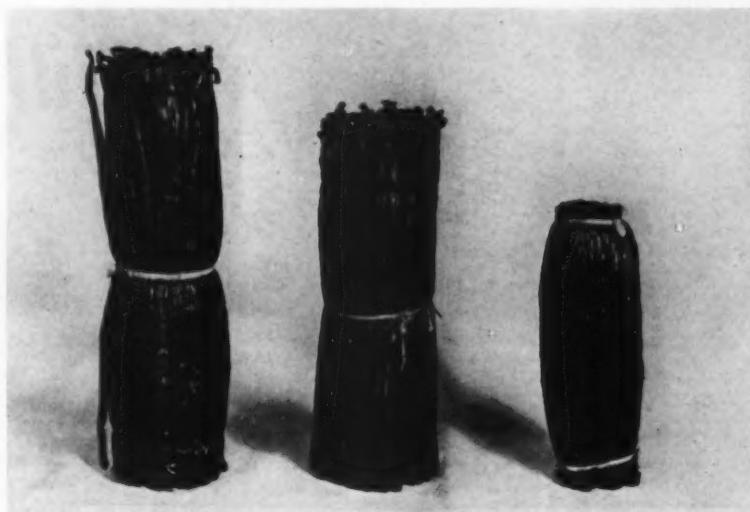
Mexican beans are considered the choicest and cost almost twice as much per pound as Bourbon beans, and almost four times as much as

Tahiti beans. These differences in price are reflected in many of the formulas that are used for vanilla extract. Thus in one formulation 20 pounds of Mexican beans are used with 100 lbs. of Bourbon beans. These are disintegrated as usual and are extracted in a continuous type percolator at 110 deg. F. for 48 hours. After the extraction, 100 pounds of sugar dissolved in 8 gallons of water are added. A less expensive product can be obtained by substituting 10 pounds of Tahiti beans for 10 pounds of Mexican beans in the above formulation.

#### USE OF GLYCEROL AND SIRUP

It is common practice to use glycerol and sugar in the preparation of vanilla extract and these ingredients are recognized in the definition given vanilla extract by the Food and Drug Administration. Both glycerol and sugar sirup tend to produce extracts which are darker in shade. Since both glycerol and sugar sirup have a solvent action on vanilla beans, it would appear to be advisable to add them during the percolation or at the beginning of the percolation step rather than after the end of the percolation. Sugar, contrary to some opinions, has no tendency to make vanilla extract turbid.<sup>5</sup>

Vanilla flavor can be made from vanilla beans without the use of alcohol. For instance, grind or chop one pound of vanilla beans in a suitable device. Add to the beans a mixture consisting of a half gallon of water



Photographed by King C. Tom.  
Vanilla beans in bundles. Two at left, Bourbon; right, Tahiti.

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and a half gallon of glycerol. Allow the entire batch to stand for two weeks. Strain through muslin or similar material and add additional glycerol to make the total volume 1.5 gallons.

Other solvents can be substituted for the preparation of vanilla flavor from vanilla beans. Some of these have been discussed.<sup>6, 7</sup>

#### AGING

Some vanilla extract processors store the extract in special casks which are used solely for this purpose. This gives the product a fine bouquet probably in a manner analogous to storing whisky in charred oak barrels. Since vanilla extract has greater amounts of acid, aldehydes and esters than whisky, the changes during storage are far more rapid and pronounced. Oak is said to give vanilla extract stored in such containers a characteristic flavor of its own but Gnadinger<sup>8</sup> is of the opinion that vanilla extract ages as readily and, from the point of view of quality, as well in glass. Six months' storage is considered optimum for extra quality vanilla and three months for ordinary quality.

<sup>6</sup> E. M. Chace, U. S. Dept. Agr. Yearbook 1908, 332.

<sup>7</sup> Cora L. Feldkamp, "Vanilla, Culture, Processing and Economics," U. S. Dept. Agr. Library List No. 12, 1945.

<sup>8</sup> U. S. Federal Security Agency, Food Drug Admin., "Flavoring Extract," 1941.

<sup>9</sup> F. Flene and S. Blumenthal, "Handbook of Food Manufacture," Chemical Publishing, New York, 1938.

<sup>10</sup> B. H. Smith, "Flavoring Ext. J. 1, 98 (1929).

<sup>11</sup> Morris B. Jacobs, Am. Perfumer 47, No. 9, 56 (1945).

<sup>12</sup> Morris B. Jacobs, Am. Perfumer 47, No. 10, 53 (1945).

<sup>13</sup> C. B. Gnadinger, "Vanilla," McLaughlin Germley King, Minneapolis, 1929.

#### Flavored Notes

The label of food artificially flavored must specifically state this fact using the terms "Artificial Flavoring" or "Artificial Flavor." The Food and Drug Administration has no objection to an additional statement concerning the components of the artificial flavor.—M. B. J.

#### Yeast Growth in Spice Infusions

"Commercial grades of whole and ground spices were prepared in 1 gram quantities and infused in 10 milliliters of distilled water. These 10 per cent infusions were steamed in the autoclave in order to sterilize

them and to extract essential oils, as recommended by Fabian, Krehl, and Little (1939). Dilutions of 1-50 and 1-100 were made in dextrose broth of pH 6.8 in fermentation tubes and inoculated with drop quantities of 36 hour cultures of yeasts. In all, 11 splices were tested with eight yeasts representing six common genera. The culture tubes were incubated seven days at a room temperature of 25 deg. C. (77 deg. F.) and inhibition or presence of growth, as indicated by clouding or fermentation of broth, was recorded.

"Cinnamon, cloves, allspice, bay leaves, and mixed splices were inhibitive in 1-50 dilution; cinnamon was most effective, preventing six of the eight yeasts from growing (Table 1). Clove infusion inhibited five yeasts, allspice two, and bay leaves and mixed splices one each. In 1-100 dilution cinnamon and cloves alone were inhibitory, suppressing growth of six and five yeasts, respectively. Oidium lactis and Saccharomyces hansennii, the two species recorded resistant to cinnamon, were somewhat retarded by this spice in 1-50 concentration but were unaffected by the higher dilution. In order to determine whether or not the yeasts were killed, subcultures of tubes showing no growth were made into fresh broth in such a manner that spice infusion carried over was too highly diluted to produce static effect. Cinnamon and cloves were apparent-

ly lethal in action; no subsequent growth was observed. After three days' incubation Oidium lactis, subcultured from infusion by bay leaves, was able to produce clouding in the medium indicating some measure of survival. Microscopic examination proved it to be pure and identical in morphology with the original inoculum.

"On the basis of this experiment all splices except cinnamon and cloves could be declared to have no, or at best very little, inhibitory action as infusions. In order to further study activity of these effective inhibitors, infusions were added to dextrose broth in quantities to render final dilutions of 1-200, 1-400, 1-600, 1-800, and 1-1,000. These preparations were inoculated with the eight yeasts as in the previous experiment and incubated seven days at room temperature. In 1-600 dilution, beyond which cloves were not effective, cinnamon inhibited four yeasts, three in 1-800 dilution and one in 1-1,000, dilution. Clove infusion prevented growth of four yeasts in 1-200 dilution and in 1-400. Two yeasts only were inhibited in 1-600 dilution; this was the limit of inhibitory action. Subcultures from tubes showing no growth remained sterile, indicating that no cells survived in the original cultures despite low concentrations of spice infusions." (Food Research 10, 273-282, 1945 by Arthur H. Webb and Fred W. Tanner.)

Table I  
Growth of Yeasts in 1-50 and 1-100 Spice Infusions

Spice	Zygosaccharomyces prioriensis		Oidium lactis		Torula sphaerica		Saccharomyces cerevisiae		Lycodermavini		Saccharomyces hansennii		Schizosaccharomyces mellacei		Zygosaccharomyces pasteurii	
	A <sup>1</sup>	B	A	B	A	B	A	B	A	B	A	B	A	B	A	B
Cinnamon	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Clove	-	-	+	+	+	+	-	+	-	+	+	-	-	+	+	+
Allspice	+	+	-	+	+	+	-	+	+	+	+	-	+	-	+	-
Bay Leaves	-	+	+	+	+	+	+	+	+	+	+	+	-	+	+	+
Mixed Spices	+	+	-	+	+	+	+	+	-	+	+	+	+	+	+	-
Mustard	+	+	+	+	+	+	+	+	-	+	+	+	+	-	+	+
Red Pepper	+	+	+	+	+	+	+	+	-	+	+	+	+	-	+	+
Black Pepper	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
Ginger	+	+	+	+	+	+	+	+	-	+	+	+	+	+	+	+
Nutmeg	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
Paprika	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+

(A) = 1-50 dilution; (B) = 1-100 dilution; (+) = growth; (-) = no growth; (+) = slight growth

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# Domestic and Imported Oil Dill

*Domestic dill seeds and oil have, to a large extent, satisfied the needs for a replacement for the seeds and oil of caraway and have served as a source for the isolation of carvone*

by G. V. BRANIGAN  
*Technical Director, Ungerer & Company*

SINCE the outbreak of the European War, dealers and manufacturers who required products of foreign origin to distribute or use in finished goods, have in many instances been forced to choose between the withdrawal of their products from the market, or the pursuance of suitable substitutes.

The instance of dill herb, its distillate, oil of dill herb, as well as the seed produced from its cultivation, are typical examples of what can be accomplished here at home. Not only have the domestic products entirely replaced previous imports for use as such, but the seeds and oil by processing have to a large extent satisfied the needs for a replacement for the seeds and oil of caraway, and have served as a source for the isolation of carvone.

Though experimental cultivation was undertaken in the mid-west as early as 1924, not much progress was made until 1933. Prior to 1936, nearly all supplies of oil and seeds were imported, but now substantial acreage is under cultivation in the States of Michigan, Indiana, Ohio, Oregon and Idaho.

## BOTANICAL DATA

The plant *Anethum Graveolens*, L. (*Penedanum Graveolens*, Bentham) is indigenous to many parts of the world, principally in the areas between 20 deg. and 50 deg. north latitude in the Eastern Hemisphere and in the Western Hemisphere between 40 deg. and 50 deg. north latitude. Other than domestic plantings, it thrives well both wild and cultivated in Hungary, Holland, Germany, India and to some extent in England,

and a few sections of Spain and North Africa. From these sources, prior to the war, supplies found their way to the domestic market.

When fully grown, the plant is an erect umbelliferae annual or biennial, in this country reaching a height under favorable conditions of from 3 to 4½ ft. The jointing or bamboo-like stems support glaucous leaves, and when in full bloom delicate yellow flowers form flat, terminal umbels at the top.

The whole herb contains volatile oil, that derived from the properly ripened seeds being the richest in carvone, its principal flavor constituent. In recent years, oil from the whole plant marketed as dill weed or dill herb oil has almost completely replaced the oil from the seeds alone for dill flavoring purposes. Manufacturers and processors are of the belief that, inasmuch as the whole herb has been successfully used in the past, a more characteristic flavor result would be imparted to their product if the oil from the whole properly matured plant was utilized.

An oil distilled from the seeds of Suva' (*Anethum Sowa*), an herb almost identical with *Anethum Graveolens* L. and indigenous to various sections of India and to some extent to Japan, has been imported into this market for many years.

On examination, there seems to be little difference botanically between Suva' and *Anethum Graveolens* L. The root systems and leaf structure are practically identical, the essential difference seeming to be in the shape of the fruit or seed, it being somewhat longer and winglike and the mericarps, while not as wide, are

slightly more convex than the European or domestic varieties. This confirms the findings of Bentley and Trimer<sup>1</sup> and that of Roxburgh.<sup>2</sup>

## CULTIVATION

Except on very low or spring flooded meadows domestic propagation is best carried out by the sowing of seeds in the very early spring, as soon as the land becomes workable. A well prepared soil in the previous fall usually pays dividends and saves some labor at planting time. Seeds should be sown in the shelter of a wind break, if possible, in north and south rows from 20 to 27 in. apart, about ½ in. to ¾ in. below the surface and at the rate of 18½ oz. per acre. In any event, young plants should be thinned or spaced not less than 4 to 6 in. apart, taking care where possible to preserve the strongest growth.

On lands which are normally wet in early spring, success has been reported by some growers from the use of high ground seedlings transplanted to this type of soil when ready.

Dill appears to grow well in the United States on both high ground and medium, rich, soil or on low meadows or rich well drained muck land. Seeds, however, collected from plants grown on low, nitrogen (high ground) soils, gave only a normal yield of oil, but the carvone assay of the distillate was considerably higher than on oils produced from threshings from the high nitrogen (low ground) plantings.

Strangely enough, the oil from the whole plant, that is, the distillate from the seeds, stems and foliage produced on both types of soil ap-



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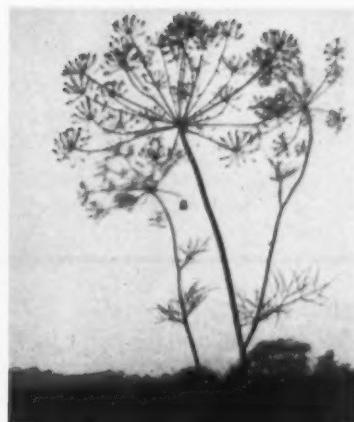
The following tests were made for comparative purposes, all samples were of domestic origin and were drawn from the same locality:

Parcel No. 1 (low land)	Crop No.
" No. 2 "	#6
" No. 3 "	#6
" No. 4 (high ground)	#7
" No. 5 "	#6
" No. 6 "	#7

Because of the height attained by the plant and the joint structure of the stem, location for planting should be carefully chosen. Areas which are favored by windbreaks will in the long run prove to be most productive. Once the plant goes down, rapid deterioration takes place at the expense of the oil and seed yield.

Comparative tests which have been made with normal cuttings and those taken from plantings which were damaged by wind and hail, showed a decrease of over 40 per cent in seed yield and 72 per cent in oil production in the case of the damaged cuttings. Both oil and seeds obtained from the latter were of an inferior quality.

Harvest as a rule can be made in late summer, most growers preferring to start when the seeds have acquired a deep tan to brown shade and while still firm on the plant on a shake test. After cutting, stock is permitted to field cure for several hours. Usually plants cut one afternoon are distilled for oil the next afternoon. For the production of seeds, plants are allowed to field cure a few hours longer and are then



The flowering top with seeds well formed

staked lightly before threshing. Usually an average of 610 to 725 lbs. of seeds are obtained from an acre of stock under favorable conditions and good cultivation.

This procedure is usually carried

Fruit or Seed Distillate	Dis. Whole Plant
Carvone Content	Carvone Content
40.10	25.70
39.60	23.50
41.31	24.85
46.10	24.53
44.17	26.10
45.02	25.30

out by working the whole plant. The cured stock is put into bundles or packed directly in large galvanized stills fitted with a bottom coil through which steam is led from a separate boiler unit. The vats as a rule contain the harvest from about  $\frac{1}{4}$  to  $\frac{1}{6}$  acre of good growth. Although much depends upon the size of the still and the steam pressure,

the average vat requires from  $2\frac{1}{2}$  to  $3\frac{1}{4}$  hours after the first runnings have started for completion, the oil being separated in a container.

The yield varies with the condition and plant growth but from good fields, between 26 to 50 lbs. per acre is obtained. In some isolated instances, growers in this country have obtained as high as 75 lbs. to the acre. Whole cuttings from low ground plantings give consistently better yields per acre than harvest from high ground farms. This is due undoubtedly to the heavier foliage from such nitrogen containing soils.

On the continent and in India, where oil has been exclusively produced from seeds, the material is prepared for the stills by grinding the whole seed to a coarse powder, or by mashing between iron rollers before being subjected to steam distillation.

The meal which remains after the oil has been removed is recovered and either spread on the land for fertilizer or dried for use in stock food mixtures. It is rich in<sup>3</sup> fixed fat and protein. The seeds too are a source of Vitamin C<sup>4</sup> yielding by the Tillman Method up to 1.15 g. per pg.

#### CONSTANTS

The geographical location of cultivation and condition of the plant, as might be expected, has in some instances a marked effect on oil quality and yield. Plants of *Anethum Graveolens L.* of good growth, cultivated and distilled in Russia<sup>5</sup> according to A. Tschernuchin, gave an oil yield based on dry weight of stock of



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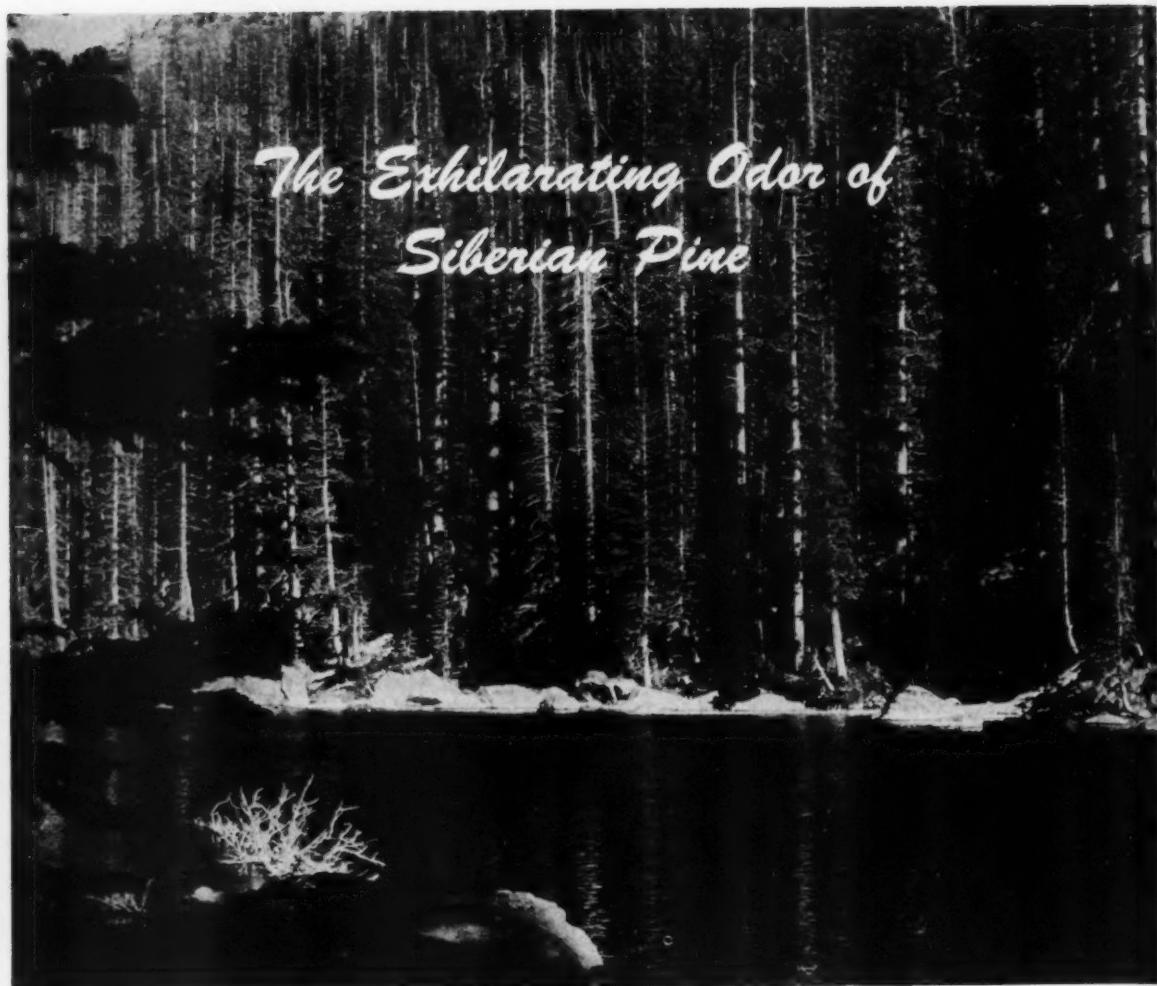
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# WASHINGTON PANORAMA

by ARNOLD KRUCKMAN

THE Department of Commerce, early in February, issued a statement concerning essential oils which can legitimately be described as mildly pessimistic. The sense is that there is little hope for any substantial quantities of floral and essential oils from France; and that it would be optimistic to place any reliance on the supply of promised Chinese oils because transportation and exchange as well as other financial problems complicate the prospect. By and large, the Commerce Department does not seem to encourage the industries using essential oils to hope for much in 1946. It indicates "only limited progress in the supply position of essential oils can be visualized for early 1946 on the basis of available supplies at the end of 1945, and uncertainty concerning the restoration of a more representative flow of materials."

#### ESSENTIAL OIL OUTLOOK

It is suggested that peppermint and spearmint oil requirements can be adequately provided; and that lemon oil from the domestic crop is expected to be bountiful. Possible additional arrivals of Italian lemon oil, are predicted; and it is made clear that, during the immediate months ahead, the Commerce Department is convinced any expansion in the supply of lemon oil depends upon "leveling off of Government requirements, and release of surplus Government stocks." It holds out the hope that orange oil from domestic production may increase, and that the present stringency will be relieved by importation of Brazilian oil. You can buy anise and cassia oils at your

risk, subject to arrival, if they can get through from China. But no one seems to be willing to make a bet that the oils will surely arrive.

The Commerce report very carefully refrains from attributing the statements to any Unit or Branch or person. The document, which in the war the soldiers called "a briefing," is a boiling down of an exceedingly interesting and valuable collection of data that were assembled by Miss Emma D. Schutrumptf and which have just been issued by the Department of Commerce as a Monthly Industry Report on Essential Oils, Gums, etc. You can get a copy by writing to the Publications Office, Department of Commerce, Washington 25, D. C. Members of the industry will find it valuable as a reference in their files.

#### COMMERCE DEPT.'S REPORT

The tempo of the Industry Report, and the released statement, reflects the individuality which has been placed on this phase of the work of the Bureau of Foreign and Domestic Commerce by Lester A. Barber, the cosmetics, toiletries and essential oils specialist of the Department. The present situation of the Unit, which has been responsible for this work, is uncertain. The program of adjustment and reorganization attending the elimination of the Bureau of Foreign and Domestic Commerce is still shifting and unsettled. There emerges the fact, however, that it is intended to create within the new Office of International Trade a general subdivision to be known as the Commodities Branch which would embrace foodstuffs, leather, pulp and

paper, textiles, and the many other commodity units of the Bureau of Foreign and Domestic Commerce. The Drugs and Pharmaceutical Unit, in which Mr. Barber is the cosmetics, toiletries, and essential oils specialist, is to be merged with the Chemicals Unit. The two Units have always been separate because the Chemicals Unit was focused on the affairs of basic materials, while the Drugs and Pharmaceutical Unit was concerned with the problems of the products prepared for distribution to the ultimate consumer.

#### CHEMICALS UNIT

The Chemicals Unit naturally is the foundation for the contemplation of things involved in commerce with chemical constituents. It has for a number of years been headed by Dr. C. C. Concannon, widely known in this country and abroad. In the past, for a number of years, one of his assistants has been T. W. Delehanty, who is now the head of the Drugs and Pharmaceutical Unit. The Drugs and Pharmaceutical Unit, in a sense, is a junior to the Chemicals Unit. Secretary Wallace therefore has proposed that the two Units be merged as the Chemicals and Drugs Division of the proposed Commodities Branch, and that Dr. Concannon be made the Director of the combined Units. The Secretary of Commerce has suggested that Mr. Delehanty might be appointed Assistant Director. But it is obviously uncomfortable to be the ranking head of a subdivision one day, and to be the subhead of an expanded division the next day. The suggestion has therefore come from Mr. Delehanty, or from his sympathetic

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friends, that the injury might be assuaged by designating Mr. Delehanty as Associate Director of the Division, giving Dr. Concannon the same standing.

Secretary Wallace is a collectivist of the Left, and sincerely believes in the process of leveling and lifting; but his past performances in Government would appear to indicate clearly that he subscribes to the principle that two Captains cannot run a ship. Even our French friends, who have had two Captains on their noted passenger ships for years, have always given the navigating Captain the over-all authority, leaving to the other the captaincy of the social life of the ship. It is possible for this reason that Mr. Wallace will not feel satisfied with an arrangement which will make Dr. Concannon the senior Associate Director. These and other problems still remain to be solved in the Department of Commerce.

#### SAGARIN PRESENTS OIL PICTURE

The unpromising prospect abroad has caused officials in the Department of Agriculture, in the Department of Commerce, and other agencies of Government in the Capital, to study with interest a report published recently by the National Farm Chemurgic Council prepared by Edward Sagarin, of Givaudan-Delawanna, Inc. He points out what we have frequently heard from recent visitors, that in the flower field of France, in the rich essential oil producing country of Provence, the effects of terrific inflation have been seriously felt. We are told repeatedly that the workers have abandoned the areas in large numbers, and that those who are left demand extraordinary wages. Mr. Sagarin asks: "Who can say whether, a year or two hence, the worker in the fields of Grasse, or on the island of Reunion, or in Java, will not be receiving more money for a day's labor than the farm hand in Kansas, or the native workers in Brazil and Honduras?"

"America — in the broad sense, meaning the Western hemisphere—is today an important factor in the world essential oil market. From our South American neighbors, we are obtaining interesting quantities of peppermint oil and its derivative, menthol; also, some citronella and lemon grass; and a Brazilian oil

known as *Ocotea cymbarum*, that has a high safrole content and serves as a source for the manufacture of heliotropin. In addition there are oils that have always been of South American origin, rosewood and petitgrain, among others; and there are experimental plantings in patchouli, ylang ylang, rosemary, and other materials of great use to the perfumer, which formerly came from the far corners of the world.

"We enter 1946 with the essential oil picture as confused as ever. There has been no optimistic sign that American perfumers will soon have appreciable quantities of a satisfactory jasmin, tuberose, violet, *rose de mai* or other French commodities. Prices quoted are extremely high, offerings are small, quantity is frequently doubtful. From Asia, the end of the war likewise has brought no increased offers, no lower prices, no clarification of future possibilities. Java, one of the world's most important essential oil producing areas, will hardly be able to conduct world trade for a minimum of several months to come." (Government sources do not expect any products of Java in commerce until 1947—if then.)

"How adequate are the new oils produced in Central and South America? For oil of citronella, it is quite a small portion of the needs of this country. There are two varieties: citronella Java and citronella Ceylon, each having different chemical composition. Citronella Java is the source for menthol, and is used to produce two valuable aromatics for perfumers, hydroxycitronellal, and geraniol. The former has been acutely short in this country, and perfumers are looking forward to nothing quite as eagerly as the return of Citronella Java and this derivative. In normal years before the war Europe sent us an average of 1,250,000 pounds annually; in 1941, when war was imminent in the Pacific, the imports reached 4,000,000 pounds. Guatemala, and the rest of the Americas, have never sent us more than 150,000 pounds.

"Lemon grass supplies from this hemisphere are more encouraging. British India used to send us an average of 265,000 pounds. In 1941 it sent us 548,000 pounds. Guatemala, the Dominican Republic, El Salvador, Haiti, Honduras and Mexico, sent 223,000 pounds in 1943. South and

Central America play an important role in this market. The Central American product in 1943 sold at an average of \$1.09 per pound. From 1937 to 1939, lemon grass imported, according to Government figures, had an average value of 33c. a pound. Will India lemon grass ever again be 33c or less? And, at whatever price it is stabilized, will the Americas be able to meet the competition?

Mr. Sagarin's trenchant optimism is apparently shared by the Governments of the United States and Great Britain. As the result of the first West Indian Conference held in the Barbados last year, under the auspices of the Anglo-American Caribbean Commission, late in January of this year the Commission announced it is proceeding to take steps for the increase of production of agricultural products to expand the industrial development of the Caribbean; and it is expanding the activities of the Caribbean Research Council. This Council is keenly interested in the work of local bodies such as the National Chemurgic Council of the Dominican Republic, which has been working on the problem of extraction and distillation of essential oils.

#### SURPLUS LEMON OIL

The Department of Agriculture appears to have continued difficulty in marketing the surplus lemon oil from Italy left in its hands by the Army. In the Capital you hear, off the record, that there are doubts about the extent to which the containers are filled; and questions about oxidation; and have there been any other unknown factors which may pop up. We are told that the Government's negotiators who go to New York are frequently handicapped by lack of defined authority, which is not due to any shortcomings of their own but probably stem from the seismic shifts in the organizational adjustments still in process in the Department of Agriculture. You find new people have moved into familiar offices overnight; and it is not uncommon to find that telephone extension numbers are changed three or four times in a month. You even find during these shifts that some highly important persons are entirely cut off from telephone connection for two or three days.

The latest development in the lemon oil deal, which bothers both

the Washington people and the potential buyers, is the demand, cooked up from some place, that the buyers secure aluminum drums with 400 pounds capacity. The drums would cost not less than \$20 each, and will add 5c. per pound to the cost of the lemon oil. The drums are a further liability because the potential lemon oil buyers have been told the railroads will not take aluminum drums for transportation; aluminum drums are regarded as more easily perforated than steel. The potential buyers also feel, apparently, that the investigation of the surplus oil should be conducted by the technologists and scientific people of the industry, even if they have to pay for it themselves. So far as we can form judgment down here, the lemon oil negotiation may continue interminably in New York as well as in Washington.

#### **SALE OF SURPLUS TOILETRIES**

The last week in January the War Assets Corporation announced that over \$3,000,000 worth of surplus toothpaste, soap, shaving brushes, and other toilet preparation would be sold during the first two weeks in February. The sale was scheduled to be held through all regional offices located in Boston, New York, Philadelphia, Cincinnati, Chicago, Atlanta, Fort Worth, Kansas City, Denver, San Francisco, and Seattle. There were 36,000,000 items, consisting of 1,701,492 shaving brushes with two inch black bristles; 14,778,330 cakes of toilet soap; 4,384,240 cakes of laundry soap; 910,152 jars of petroleum jelly; 1,579,336 tubes of lather shaving cream; 2,137,000 cans of antiseptic powder; 2,683,280 cans tooth powder; 6,926,584 tubes of toothpaste; and 691,878 bottles of skin lotion. The usual method of selling consumer goods now starts with two weeks of leeway for priority claimants, including veterans. Federal, State, and other Government agencies have the first opportunities; thereafter the veterans may come in and buy. Veterans must present the Veterans Preference Certificate, Form 63 (Pink), issued by the Smaller War Plants Corporation. Most sales are now conducted on a fixed price basis. The goods and the prices are usually listed in a catalog. After the veterans have exercised their priority rights, the merchandise that is left is offered in this case to cosmetic, drug,

variety, and department stores, both wholesale and retail. The veterans and the various Government agencies may buy what they wish during this final selling period.

The general complaint now is that the merchandise, large or small, has been picked over to such an extent that, by the time it is available to the general non-priority buyer, usually little of much worth is left. It is an interesting phase of surplus disposal that the acquirement of war plants, and similar war property, is now regarded as an exceptional opportunity to get something for almost nothing. The point is made clear by the transaction in the Midwest where a large plant was purchased at a price of \$13,500,000. The purchaser, demonstrating the plant would be used industrially, practically made his own terms. It is understood the principal will be paid off in approximately 50 years. The title remains vested in the United States. There is no State tax on Federal property. The purchaser pays 3½ per cent interest and carrying charges. Meanwhile there is little doubt there will be inflation, substantial, even if it is orderly and not destructive. It is obvious, at the end of the period when the principal must be paid off, the property will actually cost the purchaser next to nothing. The Government encourages the purchase of this type of surplus property, large or small, on the easiest and least burdensome terms, if the property is used to increase the sum total of the economic turnover, meaning employment and goods.

#### **PURCHASE OF MACHINERY**

The same principle applies to purchase of machinery and tools and production equipment of every kind. The many types of production equipment and machinery are now sold through 500 approved machinery manufacturers, who have the authority to dispose of almost a billion dollars worth of this type of surplus today. Veterans priorities govern these transactions as well as others. It is understood the veterans' preference is sometimes regarded as legitimate when a plant requires machinery, and the plant employees a decided majority of veterans of World War II. The 500 approved machinery manufacturers who sell surplus are located in Boston, Charlotte, Chicago, Dallas,

Denver, Detroit, Los Angeles, New York, Omaha, Philadelphia, Richmond, St. Louis, Salt Lake City; their names and addresses may be obtained from the nearest local RFC or War Assets Corporation office.

Taxes will be overhauled in a big way the next month or two. It is proposed the law shall be made effective on July 1, this year. The immediate interest to the cosmetics, toiletries, and essential oils industries, is the determination of Congress to slash the excise taxes. It is intended to cut high rates on many things. It may be indicative of the trend that HR 5174, introduced by Congressman Harold Knutson, Republican, Minnesota (one of the over-all committee which will put through the tax changes), provides material reductions in excise taxes on billiard and pool tables and bowling alleys, on cabaret taxes, on telegraph, telephone, radio and cable facilities, on luggage, liquors, wines, cordials, beer, and on electric light bulbs, but omits any mention of the various items of cosmetics, powders, perfumes, soaps, toiletries, or any other excise now exacted from this industry, either retail or wholesale.

#### **INCREASED TIN USE**

Manufacturers of collapsible tubes may use 125 per cent of the amount of tin used in the corresponding quarter of 1944, under Directive 4, M-43, which became effective January 1. The increase was made by dipping into the Government stockpile, which, at the end of 1945, was approximately 20,000 tons. Department of Commerce warns that while the production of paper and paperboard will be the greatest in peacetime history this year, the speculative buying has been so great that the supply will not be sufficient to meet demands. Persons or firms seeking information about commercial conditions in the Far East have been urged by the Department of Commerce not to address requests to the Consulates in the area; they are overburdened. Ask the questions of the nearest Department of Commerce office. They will get the answers. Fats and oils are still uncertain for this year, but the Department of Agriculture, usually cautious in predictions, says supplies in the first half of 1946 are likely to be moderately larger than what it was a year ago.



**HOME for them!**

**and the  
HOME STRETCH  
for YOU!**

You still have time! In December, your employees' allotments to the Victory Loan through your company's Payroll Savings Plan offer a final chance to help speed the proud homecoming of our fighting men—and do all in medical power for our hospitalized heroes!

Make December a plantwide TOP-THE-QUOTA drive! Now's the time to spotlight your Payroll Savings Plan—and "brief" your Bond-selling organization for fast, last minute action!

**Resolicit every employee to buy  
the New F.D.R. Memorial \$200 Bond**

The new Franklin Delano Roosevelt \$200 Bond—better than actual cash because it earns interest—is a strong building stone toward the secure future of every employee-purchaser!

From now 'til the New Year—with plant rallies, interdepartmental contests and resolicitation—keep Payroll Savings Plan Bond-buying at a new Victory Loan high! Buying a Victory Bond is the best way of saying "Welcome Home" to our returning veterans! Also an active aid in assuring prosperity to your nation, your employees—and your own industry!



**ROURE-DUPONT, Inc.**  
366 MADISON AVE. NEW YORK 17, N. Y.

SOLE AGENTS FOR ROURE-BERTRAND FILS AND JUSTIN DUPONT  
GRASSE (A. M.) FRANCE • ARGENTEUIL (S. & O.) FRANCE

*This is an official U. S. Treasury advertisement prepared under the auspices of the Treasury Department and War Advertising Council*

# NEW PRODUCTS AND PROCESSES

## New Deci-Point Slide Rule

The Deci-Point Slide Rule, manufactured by Pickett & Eckel, is being produced from light-weight Dowmetal, which makes possible a number of advantages. The Dowmetal core is surfaced with a flat white plastic that is impervious to water or chemicals, and which the makers state is virtually immune to abrasion from regular use. On this plastic, the scales are placed by a special process which insures extreme accuracy with legibility.

## Correct Use of Fire Extinguishers

A new series of concise, comprehensive instruction cards, explaining the operation and maintenance of four of the most widely used types of hand fire extinguishers has been prepared by American-LaFrance-Foamite Corp. They cover the foam, soda-acid, vaporizing liquid, and carbon dioxide types. Copies may be obtained without obligation.

## All-Purpose Soapless Cleaner

An all-purpose soapless cleaner that suds in hard, soft or sea water made its industrial debut recently.

Marketed under the registered trade name of "K.P.," the new cleaner is manufactured by the K. P. Chemical Co., and is distributed through jobbers, supply houses and sales representatives.

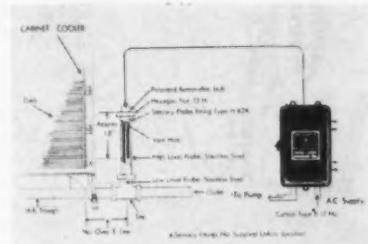
Packaged in powdered form and packed in 50 lb. cartons and 350 lb. drums, the cleaner is said to contain no abrasives and is entirely soluble.

## Sanitary Level Control

Photoswitch, Inc., makes a series of electronic relays for level control of liquids of interest to food processing industries.

Stainless steel probes are suspended into a tank. When the level of the liquid in the tank falls below the lower probe, the level control closes the circuit controlling the pump and the tank fills. When the liquid rises to the level of the upper probe, the

circuit controlling the pump opens and the pumping operation stops. For pumping our control, the operations are reversed.



New level control for liquids

The makers claim to be the only company with a product containing no vacuum tubes and operating with a low voltage in the probe circuit. The product is said to meet requirements of all sanitary and health boards.

## New Locked Lamp

Superlok, a construction that permanently locks bulb to base, is now standard on all large (300 watts and upward) Wabash-Birdseye lamps. The result is a permanent lock which the makers state cannot be separated by the weight of the bulb, position of burning, heat or age.

## New Catalogs

The Alrose Chemical Co., Providence, R. I., has issued a comprehensive bulletin for prospective users of surface-active agents. The purpose of the data supplied is intended as a partial answer to problems confronting potential users, potentialities and limitations of Alrose products. This service is offered without obligation.

A 16-page booklet describing the properties and uses of cetyl alcohol produced from spermaceti is announced by Givaudan-Delawanna, Inc.

Cetyl alcohol pure G. D. is described as a uniformly solid and

stable material that is white, odorless and tasteless, with a melting point ranging from 47 to 49 deg. C., and an acid value of zero.

The booklet contains basic formulae for vanishing, cleansing and emollient creams, and points out various other products in which cetyl alcohol is found to be of value, such as acid creams, toilet soaps, shampoos and face powders. The book is available upon request.

## Book Reviews

FACE AND FIGURE FASCINATION. Edyth Thornton McLeod. 8½x11 in., 127 pages, numerous illustrations, heavy paper covers. Livright Publishing Co. 1945. Price \$1.

From much study of the subject the author who is well known throughout the cosmetic industry as a writer, lecturer and authority in the beauty and fashion field, has evolved an interesting, a chatty and a most useful guide to women on developing and maintaining personal beauty and charm.

The book which appeared shortly before the Christmas holidays was regarded as of so much importance that it was given an entire window display for a week in the fashionable book stores of Charles Scribner's Sons on Fifth avenue, New York City as soon as it was available, an honor that has hitherto never been accorded to any single book on beauty culture.

"Beauty," says the author, in a foreword "no longer means rosebud mouths, naturally curly hair, peaches and cream complexion and a perfect figure . . . these natural beauty assets are almost out of fashion. Now its beauty to order, beauty tailored to your desires." In the twelve well considered chapters "blueprints" are given to enable women of all ages solve their individual beauty problems.

# CALL ON WHITTAKER

for minerals, colors  
and pigments from  
A to Z



Perhaps you know Whittaker as a quality source of one or two materials. Good! Many do. But many more are learning that the same high Whittaker quality is available in a wide range of other minerals, colors and pigments, too.

You can place your order for commercial quantities of *any* Whittaker product with the same confidence. Every one of them is "engineered" to laboratory standards. Uniformity and quality of product are strictly controlled by thorough tests for particle size, purity, weight and color — your assurance that Whittaker minerals, colors and pigments will perform properly in your product or process.

Write for detailed product data laboratory samples, or help and information from the Whittaker technical staff.

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ALBATEX	LITHOPONE
ALUMINUM SILICATE	MAGLITE
ALUMINUM STEARATE	MAGNESITE
ANTIMONY SULPHIDE	MAGNESIUM
ASBESTOS	CARBONATE
ATOMITE	MAGNESIUM HYDROXIDE
BARIUM SULFATE	MAGNESIUM OXIDE
BARYTES	MAGNESIUM SILICATE
BENTONITE	MAGNESIUM STEARATE
BLACKS	MAGNESIUM TRISILICATE
BLANC FIXE	MARBLE
BLUE	MARBLE CHIPS
BORAX	MICA GROUND
BORIC ACID	NON-SLIP CHIPS
CALCITE	OCHRE
CALCIUM CARBONATE	OPTICAL ROUGE
CALCIUM HYDROXIDE	ORTHOPEDIC PLASTER
CALCIUM OXIDE	PARIS WHITE
CALCIUM STEARATE	PLASTER PARIS
CALCIUM SULFATE	PLUMBAGO
CASEIN	PUMICE STONE
CHALK	PUTTY POWDER
CLAYS	PYRPHYLLITE
CLIFFSTONE WHITING	QUARTZ
COLORS	RED OXIDE
CORN DEXTRINE	RICH STARCH
CORN STARCH	ROTTENSTONE
COSMETIC COLORS	ROUGE
CROCUS MARTIS	SERICITE
CHROMIUM	SIENNAS
OXIDE GREEN	SILEX
DENTAL PLASTER	SILICA
DIATOMACEOUS EARTH	SLATE
EARTH COLORS	SOAPSTONE
EARTHS	SOAPSTONE CRAYONS
FELDSPAR	SOLAR SHADE
FIBROUS TALC	STEARATES
FILTER AIDS	STEATITE
FILTERING EARTHS	STEARIC ACID
FLINT	TALC
FLUORSPAR	TALC CRAYONS
FORMALDEHYDE DUST	TERRA ALBA
FOSSIL FLOUR	TERRAZZO STRIPS
FULLERS EARTH	TIN OXIDE
GRAPHITE	TITANIUM DIOXIDE
GREEN HOUSE SHADING	TRIPOLI
GROUND GLASS	UMBERS
GYPSUM	VENETIAN RED
HYDRATED LIME	VIENNA LIME
HYDRO MAGMA	VOLCANIC ASH
INFUSORIAL EARTH	VOLCLAY
IRON OXIDE	WHITING
KAOLIN	YELLOW OXIDE
KIESELGUHR	ZINC OXIDE
LIME	ZINC STEARATE
LIMESTONE	
LITHARGE	



#### SALES REPRESENTATIVES

CHICAGO  
Harry Holland & Son, Inc.  
PHILADELPHIA  
R. Peltz Company  
NEW ORLEANS  
E. W. Ortenbach

MEMPHIS, TENN.  
L. E. Offutt Co.  
CLEVELAND  
Palmer Supplies Co.  
TORONTO & MONTREAL  
Richardson Agencies, Ltd.

# AMONG OUR FRIENDS

► Jack Mohr has been appointed general manager and assistant to G. D. Runnels, president of Dermetics, Inc., New York, N. Y.

Mr. Mohr is launching upon an extensive advertising campaign to promote the company line, which is to be expanded, using newspapers, trade journals and national magazines. The Kudner Agency carries the account.

A new men's line is in the process of being introduced to the public. The "Ruddy Tone" line consists of a shave cream, a shave lotion, hair dressing, powder and a cologne. A new nail polish is to be featured shortly by Dermetics. It will be encased in a new-type container.

Mr. Mohr has announced that two new factories are to be erected during the year. One is to be located in the East and the other in Canada.

Mr. Mohr comes to Dermetics from the T. C. Wheaton Co., where he was assistant to F. H. Wheaton, Jr.

► Louis Rapin has retired from the Antoine Chiris Co., Inc., New York, N. Y. He had been associated with the firm since 1924, and before that with Antoine Chiris for a total of 42 years.

He originally began in France with Antoine Chiris in the sales department. During the first World War he left to serve as a captain in the French Army. Following the war, periodic trips to this country resulted in his joining the New York company.

Following a visit to France, he will return to the Antoine Chiris Co. until Frederick Shoninger, his successor is familiar with the details of his new position.

Mr. Shoninger had formerly been in charge of Antoine Chiris Ltd., London. He recently returned to this



Jack Mohr

country after a lengthy trip to England and France.

► Arthur C. Gardner, who entered the United States Navy in 1944, has resumed his duties as sales representative with Richard M. Krause, Inc., New York, N. Y. Mr. Gardner was on active duty in the Pacific for the past 22 months.

► George R. Eastwood has been elected a director of the Illinois Manufacturer's Assn. The election took place at the annual meeting of the association which was held Dec. 11, in Chicago. Mr. Eastwood is associated with Armour & Co.

► Edward M. Butler has been appointed vice-president and general manager of Delettrez, Inc., New York, N. Y.



Edward M. Butler

Mr. Butler was associated with Yardley of London for ten years. During that time, he was successively sales representative in the Mid-west and in New England, and for the past three years he was assistant to the general sales manager in New York, N. Y. Mr. Butler will make his headquarters in New York.

► Dr. Eric C. Kunz, president of Givaudan - Delawanna, Inc., New York, N. Y., was elected second vice-president of the Synthetic Organic Chemical Manufacturers Assn., which held its 24th annual meeting recently.

Dr. Kunz is the first representative of the aromatic chemical industry to become a vice-president of the SOCMA. He is also active in the Essential Oil Assn., the National Farm Chemurgic Council, and several other organizations.

► E. Richardson, who is manager of packaging development of Boots Pure Drug Co., Ltd., England, plans on ar-

riving in this country later this month. His object is to study the packaging of toilet goods at the present time. He will be accompanied by an associate who will study production.

► J. George Fiedler, president of the Kelton Cosmetic Co., New York, N. Y. is back at his desk at that organization following his recent return from several years of service with the Medical Field Research Laboratory of the United States Navy. Mr. Fiedler was chief chemist of the dermatology re-

search section and was the recipient of a letter of commendation as a result of his scientific work. An associate in his war work, Seymour Taylor, who was administrator of the Medical Field Research Laboratory, has joined the organization of the Kelton Cosmetic Co.

► A. D. Shoup, Jr., vice-president and general manager of Shoup-Owens, Inc., Hoboken, N. J., has assumed the duties of the former sales manager J. S. Leigh whose resignation became effective as of January 1. Mr. Shoup is also vice-president of the Karl Voss Corporation.

► Charles Luckman, newly appointed executive vice-president of Lever Brothers Co., Cambridge, Mass., has been awarded a ruby-studded key as one of the "ten outstanding young men of the nation" by the United States Junior Chamber of Commerce. The presentation was made by Henry Kearns, president of the U. S. Junior Chamber.

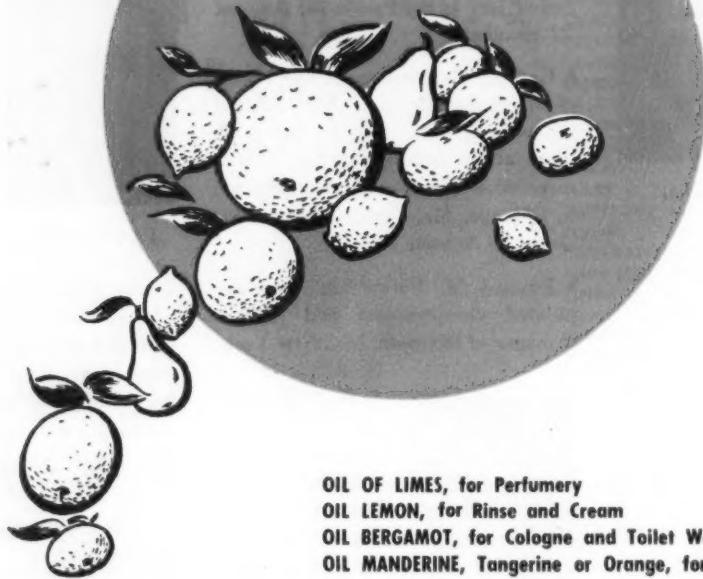
The selection is made annually after nominations by six hundred outstanding citizens, including the 48 governors, newspaper publishers and editors, and others prominent in public affairs. All candidates must be under 35 years of age. Final judging is done by a panel of ten public leaders, who must not be more than 35 years of age.



J. George Fiedler

CITRUS FRUITS

SOURCE OF SUN-LOCKED BEAUTY

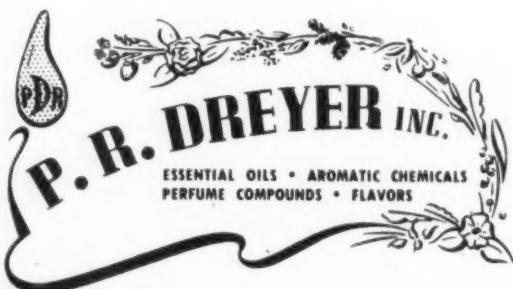


OIL OF LIMES, for Perfumery  
OIL LEMON, for Rinse and Cream  
OIL BERGAMOT, for Cologne and Toilet Water  
OIL MANDERINE, Tangerine or Orange, for Lipstick

Whether you prefer the luscious fruit of the sunny South, the Golden West, or the exotic tang of far-off lands, Dreyer skill and universality reaches out into every source. You may have your choice of authentic essential oils or their concentrates distilled from the fresh fruit tangerine, lemon, lime, orange, mandarin, bergamot brought to you from every corner of the globe

SEND FOR DREYER CATALOG "C"

BOSTON . . HAROLD H. BLOOMFIELD  
CHICAGO . . WM. H. SCHUTTE CO.  
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DETROIT . . . . . L. H. CARLSON  
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THOMPSON-HAYWARD CHEMICAL CO.  
KANSAS CITY  
AND CITIES THROUGHOUT MIDDLEWEST  
MEXICO . . . EMILIO PAGUAGA  
PRINCIPAL CITIES IN SOUTH AMERICA

119 WEST 19th STREET • NEW YORK 11, N.Y.

► Robert G. Spencer has rejoined the Houbigant Sales Corp., New York, N. Y., as advertising and publicity manager. He had been serving in the Naval Reserve for the past 32 months. Previous to joining the Navy, Mr. Spencer had been publicity director for Houbigant.

► Henry E. Perry has been elected executive vice-president of the Commercial Solvents Corp., New York, N. Y. He was formerly vice-president in charge of production.

Maynard C. Wheeler now fills this position. Mr. Wheeler was formerly production manager.

► Franklin A. Bergmann has joined Jeurelle, Inc., New York, N. Y., as assistant to the executive vice-president, H. L. Grafter. Mr. Bergman has been with Oxyzyn for 25 years. He is also on the membership committee of the Toilet Goods Assn.

► Arthur Goldman, recently discharged after four years service in the U. S. Navy, is calling on the trade in New York, New Jersey and Philadelphia, for Edward Remus & Co., Inc., New York, N. Y.

Lt. Goldman served mainly in the Pacific aboard a PT boat. Prior to his war service, he was associated with Mr. Remus, who then headed Standard Synthetics before founding his own firm.

► Jack Wolk has been appointed to the research and development department of Emulsol Corp., Chicago, Ill. He recently completed his duties with the Food and Drug Administration in Washington, D. C.

William Volk, formerly of the Institute of Gas Technology, has joined the staff of the Emulsol Corp. as chemical engineer in the production department.

► Richard Redwood Deupree, president of Procter & Gamble, Inc., Cincinnati, Ohio, and president of the American Association of Soap & Glycerine Producers headed the conference for safeguarding war time savings held at the Waldorf-Astoria Hotel, New York, N. Y., January 9. Alarm over threats to the nation's billions of war time savings led to the launching of the nation wide

drive against peace time swindlers and sharpshooters. The movement is being carried on by the country's 86 Better Business Bureaus. *Business Week* felt that the movement was so important that it featured Mr. Deupree's portrait on the front cover of its January 12 issue. In the accompanying article about Mr. Deupree it said in part: "Mr. Deupree's name is usually the first name that comes up when a moving force is needed for a community drive . . . because he doesn't merely lend his name for letterheads. He gets in and pitches . . . P & G's official description of him is 'keen, alert, dynamic.' He doesn't look the part though the proof is in the record. His general bearing is one of Lincolnesque melancholy, his solemnity masking a combination of tolerance and humor. An outstanding characteristic is his love for directness and simplicity."

► Major Northam Warren, Jr., of the Field Artillery, has been released from active duty and has rejoined the

Northam Warren Corp., Stamford, Conn., as vice-president.

His duties will be those of assistant to the president and will cover all activities of the company. Before returning to the cosmetics business,

Major Warren spent recent weeks familiarizing himself with Airadio, Inc., in which his family is interested. During the war, it was the Navy's largest supplier of radar devices.

► Miss Mona L. Ramsey has become Southern representative of Esme of Paris, Inc., New York, N. Y. She will cover all of the Southern states from Virginia to Texas.

She had previously been with Saks Fifth Avenue, and before that was assistant buyer of perfumes of the May Co.

► First Lieutenant John F. Toomey, Jr., son of John G. Toomey, director of purchases for Park & Tilford, New York, N. Y., was the recipient recent-

ly of the Distinguished Flying Cross for "extraordinary achievement" in bombing raids over Europe during the war.

► Franz Bogner, who joined Elizabeth Arden, Inc., New York, N. Y., as cosmetic chemist and perfumer in March 1935, left the company Jan. 31.

He was engaged in Screen and Stage Makeup, Elizabeth Arden Laboratories, Hollywood, Calif., until called to the New York plant, where he was placed in charge of research and production.

Before announcing his future plans, Mr. Bogner will take a holiday.

► Ralph Frazier has been appointed supervisor of resin activities in the Philadelphia and Baltimore division offices of U. S. Industrial Chemicals, Inc., New York, N. Y.

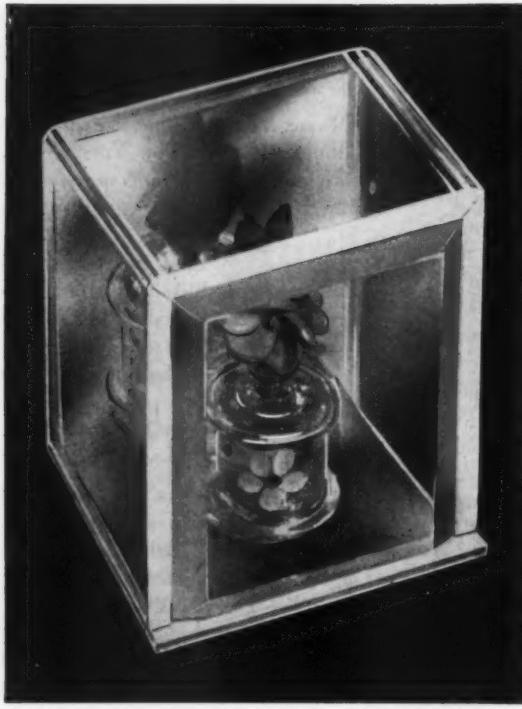
Mr. Frazier holds degrees from York College and the University of Nebraska. He has also done work at the University of Pittsburgh and the Mellon Institute of Industrial Research. He was one of the owners of the American Lacquer Solvents Co., for fourteen years.

► Gladys Young has joined Colonial Dames, Inc., Hollywood, Calif., as merchandising director, in charge of sales, new products and restyling.

Miss Young's experience in the past has been mostly with retail outlets. She brings to her new work a background of experience in advertising, sales promotion, buying and merchandising.

► J. L. Hindle, chairman of Standard Synthetics Ltd., London, England, left New York late in December following the closing down of the American company. Henceforth headquarters of the concern will be located in London where aromatics and isolates will be manufactured for export and home trade.

► Gordon E. Reilly who recently returned from two years of service overseas with the O. S. S. has joined W. F. Zimmerman, Inc., New York, N. Y. as sales representative. He was formerly associated with Dermetics, Inc. and Halliwell, Inc., and later was buyer for the Chemical Construction Corp.



Pictured here is one of many NUSSBAUM PRODUCTS. Beautiful frosting edgings on the sides and a glass mirror in back of package highlight your bottle. Just one of many NUSSBAUM PRODUCTS available NOW and designed exclusively for you.

It's an open secret that every cosmetic manufacturer is burning the midnight oil on the designing of new packages, after four years of doing without. From what experts can tell you, the coming competition will be terrific, with many striking innovations prepared to make the most of the opportunity.

An ideal way to prepare YOUR packages for the coming boom is yours—ready for IMMEDIATE DELIVERY in

## Nussbaum All-In-One Plexiglass or Lucite Packages

- 1. A Dynamic Counter Display**
- 2. A Lovely Boudoir Accessory**  
*all in one wonderful package*

Exquisitely Different Plexiglass Packages designed exclusively for

### Your Perfume Bottle

and fashioned crystal-clear or in any color of the rainbow!

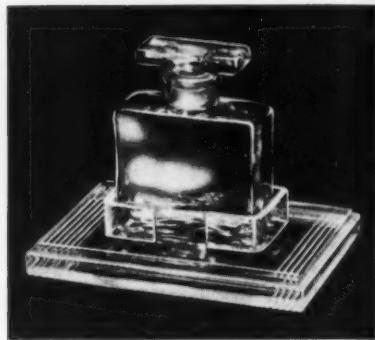
F. J.

**NUSSBAUM & CO.**



*Fabricators And Designers Of Plastic Originals*

473 HUDSON AVENUE, BROOKLYN 1, NEW YORK, NEVINS 8-2197



A feature of this NUSSBAUM PRODUCT is the spring-like clip on the base which holds the bottle firmly preventing it from slipping or tipping over. The base is available in any color and a trade-mark may be engraved on it.

You'll find NUSSBAUM PLASTIC PRODUCTS described glowingly in almost every trade magazine you pick up. There are definite reasons for these tributes. NUSSBAUM PACKAGES are the products of a young imaginative designer with a genuine flair for the unique and practical. They are designed individually and expressly for one manufacturer at a time. Here are packaging conceptions so new, so genuinely different, so seductively appealing that your product commands attention wherever displayed.

Before you make any definite decisions about your packaging, be sure to call in first a representative of the Nussbaum Company. He will show you what Nussbaum Products can do for your product.

Call or write today for a consultation appointment without obligation. Production of your custom-created product can start immediately.

► Simon Askin, assistant secretary of Heyden Chemical Corp., New York, N. Y., has been elected a director of the American Plastics Corp. Mr. Askin joined Heyden Chemical Corp. in 1943, and before that time had held a number of executive positions with other firms. Upon joining the organization he was made business manager of the Princeton, N. J. plant.



Simon Askin

► F. E. Shoninger, president of the Antoine Chiris Co., Inc., New York, N. Y., sole distributors in North America for Ets. Antoine Chiris, Grasse, France, has announced that the company will open a sales office in Los Angeles, Calif. in order to serve the growing list of customers on the coast to better advantage. Richard Foss who has spent many months in the factories of the company in Grasse and New York familiarizing himself with the technical side of the business, has arrived in the United States and will shortly proceed to commence operations as manager of the Los Angeles branch.

► F. J. Lueders, president of George Lueders & Co., New York, N. Y. announces the appointment of J. Casper Schwarz of St. Louis, Mo., as representative for the company in Missouri, Tennessee, Georgia, Ohio and Indiana. Mr. Schwarz is a graduate chemical engineer from Washington University and has been actively engaged in the formulation, development and manufacture of cosmetics and perfumes for the past eleven years.

► Dr. Henry Goldschmidt has joined Maurella Products Corp., New York, N. Y., as chief chemist. He was previously chief chemist for Marquise Dupont Corp., and before that was associated with the Oxyzin Co.

► Fred H. Leonhardt, son of F. H. Leonhardt, president of Fritzse Brothers, Inc., New York, N. Y., has been appointed to serve as assistant

to the president of that organization. Mr. Leonhardt joined the New York essential oil and chemical firm shortly after completing his service overseas with the 805th Tank Destroyer Battalion.

► Durel A. Dugas has been appointed assistant to W. D. Canaday, who is in charge of advertising and distribution for Lentheric, Inc., New York, N. Y. Mr. Dugas has been sales representative for Long Island for the past five years. Before that, he conducted Lentheric promotions in department stores throughout the United States for six years.

► Bruce Mansfield has been appointed assistant branch manager of Bristol-Myers Co., New York, N. Y., in its San Francisco office. Jenness T. Wallace has been appointed assistant branch manager in the Chicago office.

Both were formerly field representatives, having joined the company in 1937, and both entered the Navy in 1942.

► Jacques Jugeat has been elected vice-president in charge of export for Lucien Lelong, Chicago, Ill. He had been associated with the company for a number of years. He will continue to make his headquarters in New York.

► Charles Root Cavalli has been appointed advertising and promotion director of Dermetics, Inc., New

York, N. Y. His headquarters are located at 630 Fifth Ave. Mr. Cavalli was formerly an account executive with the Wesley Associates Advertising Agency.

Mr. Cavalli spent many years on the Continent and on returning to the United States joined Conde Nast Publications as resident representative of British and French Vogue.

► Brigadier General Thomas B. Catron has joined McCormick & Co., Baltimore, Md., as vice-president of McCormick Overseas Trading Inc.

► Carson Gray Frailey has returned as the Drug, Cosmetic and Allied Trades Section, New York Board of Trade, Washington representative.



Carson Gray Frailey

Mr. Frailey has just been released from military duty where he served as a major in the Medical Administrative Corps.

Mr. Frailey was retained by the

Section in 1941. During his absence on military duty, activities were carried through his office by an associate attorney.

► Lt. William W. Huisking who has been in the U. S. Army assigned to the atomic bomb project in Oak Ridge, Tenn., is being released to return to Charles L. Huisking & Co., Inc., as secretary and director. Lt. Richard V. Huisking is rejoining the company in the export department.

► Edward F. Hinderer has become associated with Tombarel Products Corp. Mr. Hinderer was in the armed forces for thirty-one months, and prior to that he was connected with Charles L. Huisking & Co.

► M. J. Prior, who has been associated with the sales office of Givaudan-Delawanna, Inc., New York, N. Y., for some years, has been transferred to the outside sales staff. He will cover a territory in the South and Southeast.

In addition, he will serve some of the accounts in the Metropolitan area, and will assist in the Cincinnati office.

► Theodore Caro, general manager of Chanel, Inc., New York, N. Y., was instrumental in apprehending a smuggler who was attempting to dispose of twenty-seven flacons of Chanel No. 5 to a Fifth Avenue department store buyer.

► D. J. Finlayson has been appointed sales manager of the Lehn & Fink division of Lehn & Fink Products Corp., Bloomfield, N. J. He was formerly associated with Lever Brothers.



Charles Root Cavalli

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EXPOSITION OF CHEMICAL INDUSTRIES  
**GRAND CENTRAL PALACE**  
**FEBRUARY 25—MARCH 2**

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# NEWS and EVENTS

## Floral Oil and Other Conditions In France Outlined by Coupey

Eric Coupey, essential oil import broker, New York City, has returned by airplane from a three months stay in southern France and Italy, where he investigated the raw material situation at first hand. He left the United States by airplane, stopping in Ireland and England before proceeding to France.

Because of the dangerously riotous conditions existing in southern Italy, he was unable to visit the citrus growing districts. Conditions there are regarded as so dangerous that it is felt a revolution will break out if British occupation troops are removed.

As to the essential oil situation, Mr. Coupey says that contrary to most reports, fair supplies of floral oils are available, but that the unfortunate exchange and income tax rate situation complicated by black markets, prevent these for the present from reaching markets outside of France. In Grasse the labor situation is not good. Generally, however, the flower fields were not neglected during the war as Germany was a steady purchaser. Fair quantities of French lavender and lavender oils are available, but the supply is less than normal due to the labor shortage, and is largely held by smaller producers who fear further devaluation of the franc.

One of the highlights of Mr. Coupey's trip was an extended visit with his lavender shipper, Fernand Reynaud, the former Mayor of Montbrun. Mr. Reynaud's chateau was headquarters for the local underground forces and at the time of the allied landings in southern France, the Germans sent a reprisal column to clear their lines of communication for the



Eric Coupey

anticipated retreat. Mr. Reynaud's home was first thoroughly looted and then blown up. He and a leader of the resistance movement were taken to the cemetery and forced to dig their graves. They were then locked up over night but, to their utter mystification, were released the next morning.

Much of the jasmin that reaches the French market is coming from Sicily, where labor conditions are better and the climate is ideal for growing the flowers. The culture of geranium in Algeria has almost completely ceased. There is widespread unrest among the natives and the political situation is such that the farmers do not know how long they will retain the ownership of their land. For that reason there has been no appreciable production there of geranium, neroli or rosemary. Mr. Coupey is familiar with local conditions, having lived in Morocco. Bulgarian otto of rose is largely controlled by the Russians and most transactions are made through Switzerland. The oil is shipped through the Rose bank on a merchandise basis, and the buyer must state what merchandise he can offer in exchange.

The lower classes in France appear to be pessimistic as to the future, fearing the possibility of Russian domination, while some large industrialists foresee a much brighter future when the internal financial situation is balanced as it is hoped it will be under the new government, which is trying to reduce expenditures (particularly army expenditures) so as to make the franc worth what it is supposed to be worth in world markets. Until this is accomplished uncertainty will continue. There is at present a tremendous spread between the official and black market value of the franc. When the franc is stabilized it will bring confidence—and prices are likely to drop considerably—as it will remove the reason for hoarding and the people will sell their merchandise instead.

The outlook as a whole is brighter than usually reported.

While in France Mr. Coupey visited his younger brother, Lieut. Marcel Coupey, formerly a liaison officer between Gen. DeGaulle and 15th British Division. He took part in the evacuation of Dunkirk and was taken prisoner there—spending almost five years as a German prisoner. He escaped during the Russian advance and is now living in Paris.

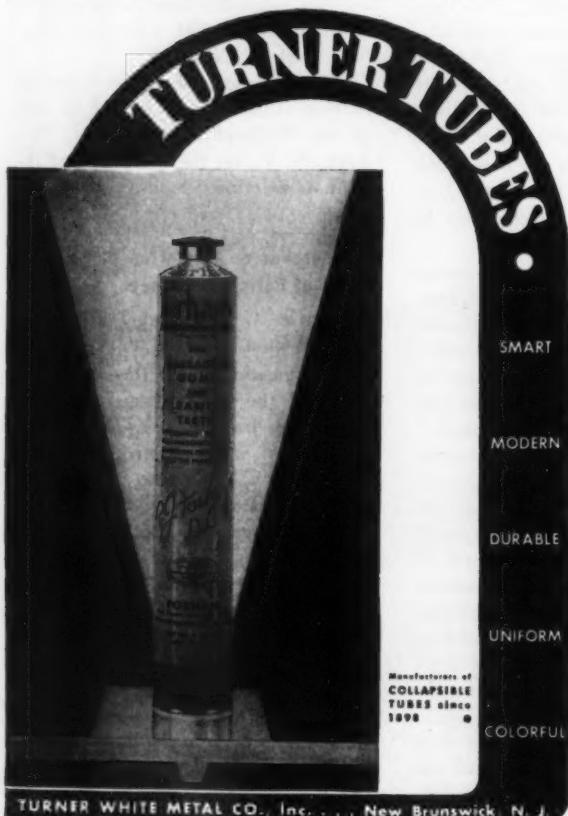
## TGA Sets Convention and Scientific Section Dates

The Toilet Goods Association has announced that its next annual convention will be held May 15, 16 and 17, at the Hotel Waldorf-Astoria, New York, N. Y. Full plans will be disclosed within a few weeks. The convention committee headquarters is located at Room 630, Chrysler Bldg., New York 17, N. Y.

The next meeting of the Scientific Section of the association will be held at the Waldorf-Astoria Hotel, New York, N. Y., on the third day of the annual meeting, Friday, May 17.

## Couderchet on First Hop of "Star of Paris" to France

Maurice G. Couderchet of Naugatuck Aromatics, New York, N. Y., was a passenger on the inaugural flight of the giant "Star of Paris" which flew from New York to Paris, February 6, in the record time of 16 hours and 21 minutes. The plane cruised at an average of 20,000 ft. but cabin pressurization enabled it to fly through substratosphere levels with complete comfort to the passengers and crew. Mr. Couderchet expects to be away for six weeks which will include a stay in Grasse where he will confer with executives of Bruno Court for whom his company is American representative. He plans to go to Casablanca to see friends in C.A.P.P. and may also go to Switzerland.



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Containing Sterols, Sterol esters, higher alcohols, higher alcohol-esters, fatty acid ether esters and hydrocarbons.

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EACH FOR A SPECIFIC PURPOSE**

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*Write for literature and samples*

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## Wirz Employees Honored at Dinner

One hundred and thirty-nine employees of A. H. Wirz, Inc., Chester, Pa., producers of collapsible metal tubes and plastic specialties, and now in its 110th year, were awarded service pins at a dinner and entertainment which was given in their honor on Feb. 7.

Mrs. Annie T. Wirz, widow of the son of the founder of A. H. Wirz, Inc., assisted by H. S. Darlington, Sr., president, made the presentation to 65 men and 74 women.

Service records range from 64 years to 5 years with Charles Hax heading the list with 64 years, Samuel Rinehart, 61 years, William H. Sailor, 48 years and Miss Mary Marquart, 40 years.

Eight employees have records of from 30 to 35 years; 19 employees have been with the company 25 to 30 years; 24 employees have 20 to 25 years' service; 21 from 15 to 20 years; 22 from 10 to 15 years and 41 from 5 to 10 years.

The A. H. Wirz plant was moved to Chester in 1914 from Philadelphia where it was established in 1836 for the manufacture of surgical instruments and metal specialties. In 1870 August H. Wirz, one of the founders of the company, was sent as U. S. Commissioner to the Vienna Industrial Exposition. He brought back plans for and set up the first collapsible tube-making machinery in America in the company's plant at 109 S. Eighth Street, Philadelphia.

Today the Wirz plant and its nearly five hundred employees produce collapsible metal tubes for tooth paste, shaving cream, medical ointments, cosmetics, food and many other products for home and industrial use. In 1942 a plastic molding division was added for the manufacture of plastic tube caps and other plastic specialties.

The officers of the company are H. S. Darlington, Sr., president; A. T. Wirz, vice-president; M. K. Dresden, treasurer. Branch offices are located in New York, Chicago, Memphis,

Tenn., Los Angeles and Havana, Cuba.

During World War II, the fifth in its history, Wirz carried a heavy military production schedule in tubes for medical dressings, ointments, shaving cream, tooth paste, as well as in metal and plastic parts for radar and other electronic devices. The company and employees received special commendation from the U. S. Chemical Warfare Service for their cooper-

ation and production achievement.

Thirteen War Veterans are now back at their jobs. Others are coming. A modernization program for plant and manufacturing processes is under way. Research and product development programs are moving steadily forward. The Wirz company and employees enter the second decade of their second century of progress with confidence in each other and the future.



H. S. Darlington

## Candid Camera Snaps at the 49th Annual Meeting of the Foragers



Two presidents shake hands: Walter Conklin of the Foragers and James McInnes of the Salesmen's Assn. Publisher Harold Hutchins always on the job discusses late news with Ray Schlotterer of FWDA, W. W. Neilson smiles the FWDA, John H. Curry and Lawrence Carter



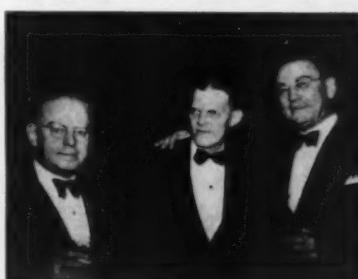
Roy Murphy and Jerry Shepherd drink a toast "To the Next 50 Years"



William Kilcullen and Robert Fiske convince each other that the cosmetic industry is facing its greatest prosperity



Arthur J. Connolly tells Oliver Carey that the big boom is under way



"When shall we Three Walters meet again?" Robert Arcularius congratulates President ask Messrs. Conklin, Brauneiss and Rochelle. Conklin on his work and Louis Huntington, The answer is at the Foragers' next meeting. Ray Duffy and Charles Everett second it.



## Cosmetic Credit Men Make Merry at Annual Banquet

An excellent program of professional entertainment and a bounteous feast, followed by dancing, marked the annual Winter Party of the Drug, Chemical and Cosmetic Men's Credit Assn. at the George Washington Hotel, New York, N. Y., on the evening of January 25.

About 200 members and guests assembled for the occasion which was preceded by a cocktail party when groups of from two to twenty or more gathered together to renew old acquaintances, to make new ones and to discuss matters of general interest.

Nat Otte, secretary of the association directed the activities and introduced the entertainers, one of whom incidentally was Charles W. Darr of Harriet Hubbard Ayer, Inc., and another, Joseph Wafer of the West Virginia Pulp & Paper Co., each of whom sang solos which were well rendered and well received.

The next social event of the group will be the annual Summer Party to be held in Great Neck, N. Y., late in June.

## Jessamine Perfume Extracted in U.S. Charms First Lady

From the fragrant Jessamine which seems to flourish only in the Carolinas, Dr. W. Reese Hart, chief chemist for Columbia Laboratories, Columbia, S. C., has succeeded in extracting the oil by a special vacuum process and incorporating it into a delightful composition known as Carolina Jessamine. The yellow Jessamine flourishes in profusion in the woodland around Columbia from about the middle of March until the end of April. Boy scouts, students of the University of South Carolina and other volunteers are employed to gather the blossoms at the time that the maximum odor can be secured. The blossoms are frail and extraction must be undertaken immediately after picking, necessitating work at night. Other perfumes extracted from South Carolina grown flowers by Columbia Laboratories are the Magnolia and Mimosa. The Yellow Jessamine is the South Carolina state flower.

The perfume is attractively packaged in miniature bottles, made incidentally by Glass Industries Inc., and the whole is encased in a dainty

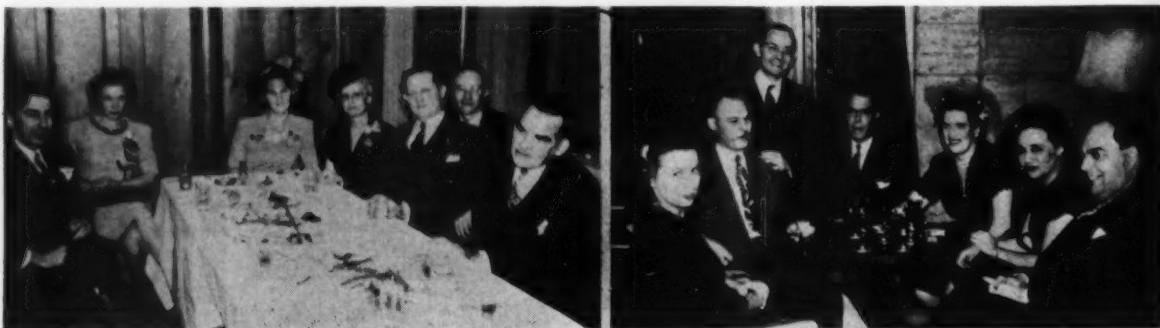
plastic container of Plexiglas which is illustrated in the Packaging Portfolio of this issue. Mrs. Harry Truman, wife of the president, was officially presented last October with a bottle of the Yellow Jessamine perfume by Mrs. Louis DuBose.

Mrs. James F. Byrnes, wife of the Secretary of State and also many governors' wives from Maine to Florida were also presented with packages of the Jessamine perfume by Mrs. DuBose.

The Jessamine belongs to the woodbine family and while the odor has intrigued visitors to the neighborhood where the flowers grow until the Spring of 1944 when Dr. Hart developed his method, attempts to extract the essential oil from the flowers were not successful. The original essence was presented to Mrs. Olin Johnston, whose husband, Senator Johnston, was then governor of the state.

## New Canadian Supply House Opens

A new organization, the Buywell Beauty Supply Co., 1966 East St. Catherine St., Montreal, Canada, has recently opened.



It's always fair weather when good folks get together, especially if they are Charles Darr, Mr. and Mrs. Charles Schneider, Mr. and Mrs. G. Wohlfert, and Mr. and Mrs. G. White.

There are many angles about a round table discussion between Mr. and Mrs. Henry Weidman, Mr. and Mrs. Richard Keyes and Mr. and Mrs. John C. Waters. E. J. Holgan, standing spots a blonde.



Jay H. Schmidt tells Mrs. William Zimmerman that America's greatest university is in Michigan. Philosophical William Zimmerman suspends judgment.



Chairman Joseph Lynch presents a war bond from the association to retiring chairman Everett Utter



The almost grand opera quintette. From left to right, Miss Peggy Crowley, W. E. Foster, Herbert Kranich, Miss Carolyn Riley and Augustus Kranich

## Brass Goods Mfg. Co. Moving to Big New Home in Connecticut

The Brass Goods Manufacturing Co., Brooklyn, N. Y., announces through its executive officers, Paul W. Hyatt, president and Mrs. Ethel B. Haller, vice-president and treasurer, the sale of its Brooklyn plant and the purchase of a new plant in Deep River, Conn.

After 70 years of continuous operation in Brooklyn producing stamped and drawn sheet metal specialties both ferrous and nonferrous, the company feels it can more successfully meet highly competitive postwar business by moving from the metropolitan area to a more rural district.

The new plant is a modern one story concrete building with 85,000 sq. ft. of productive floor area, exclusive of office, having been built in 1943 by Pratt, Read Co. of Deep River for the express purpose of assembling gliders for the Army and Navy. In addition to the plant there are 8½ acres of ground. In view of the housing shortage, only some 15 to 20 key people will be transferred on a permanent basis.

The company will be in a better position to serve its customers than heretofore by maintaining a New York office, and inquiries may be forwarded to Deep River or to New York. The location of the latter will be announced later.

The company was organized by the late William F. Hyatt in 1876. Later he was joined by his son, Herbert O. Hyatt and in 1906, another son Frank S. Hyatt joined the organization after a successful career of almost 20 years in banking. On the death of H. O. Hyatt in 1924, Frank S. Hyatt became president and directed the destinies of the concern until his death in 1936 when his son Paul W. Hyatt became president. Mr. Hyatt made a tour of the world in 1924 and also an extended trip through Europe in 1930. In 1935 he was married to Miss Celeste Anne Eames of Buffalo. His hobbies include golf, shooting and boat racing in which sports he has won numerous trophies, one the highly prized Sir Thomas Lipton trophy.

## Good Humor and Good Information Mark New York Cosmetic Forum

Useful incidental information about trends, much good humor, and point-



The Brass Goods Manufacturing Co.'s new plant in Deep River, Conn.

ers on merchandising cosmetics of value to retail druggists marked the cosmetic forum at the College of Pharmacy of Columbia University, New York, N. Y., on the evening of January 15. Herman Brooks was moderator and on the panel were Christopher Browne, *Modern Packaging*; Miss Bernice Peck of *Mademoiselle*; Miss Alice Farley, toilet goods buyer of Lord & Taylor; S. L. Mayham of the Toilet Goods Association and A. L. van Ameringen of van Ameringen-Haebler.

The forum followed a meeting of the Alumni Association of the college and it was well attended with scarcely a vacant seat to be found in the large auditorium.

In discussing perfume A. L. van Ameringen outlined the groups of odors into which perfumes as a whole may be classified; and he also pointed out that there are three essential elements in any outstanding perfume: beauty, lift and lasting quality. Members of the panel felt that fragrance was the determining factor in the success of any perfume. Some in the audience felt that of two perfumes which qualified as to fragrance, the one in the more inviting package would outsell the other; and as a result packaging was of primary importance. Drug stores it was pointed out could do much to improve the attractiveness of their cosmetic counters and window displays although this criticism did not apply to many stores which have sensed the value of these merchandising aids. Demonstrators in department stores, it was contended, do much to educate the public and promote the sale of cos-

metics, particularly the sale of those treatment lines from which druggists benefit.

According to S. L. Mayham the largest selling toilet goods item is dentifrice and the per capita sale is two tubes per year. He also reported that about 120 million lipsticks are sold annually of which, according to a TGA analysis, 80 per cent are sold in five and ten cent stores. Other sources gave the annual sales of lipsticks as 210 million.

The panel agreed that men's toiletries are here to stay. Just as wrist watches were too feminine for male use before World War I but later came into universal use so too as a result of experiences of service men, men's toiletries purchased at post exchanges during the war, will continue to be used. There are, according to the latest available tabulation, about 171 lines of men's toiletries and sales are estimated to total at retail about \$35,000,000.

## Givaudan Press Party

Givaudan-Delawanna, Inc., New York, N. Y., gave a party for the press on Jan. 17, in the company laboratories, located at 330 West 42nd St.

Joe Balsam gave an interesting demonstration on the compounding of perfumes, and Edward Sagarin, author of "The Science and Art of Perfumery," discussed the books and pamphlets which have been written about the subject.

Later, cocktails and dinner were enjoyed at the famous Sardi's.

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**Magnus, Mabee & Reynard  
Install Insurance Plan**

A complete program of group insurance protection for its employees has been put into effect by Magnus, Mabee & Reynard, Inc., New York, N. Y. The company has announced that it is paying the entire cost of the extensive program.

**TGA Offers  
Packaging Assistance**

The Board of Standards of the Toilet Goods Assn., New York, N. Y., is equipped to review the labeling and packaging of members of the association. All members have been urged to submit labeling and packaging questions to the board for review before the products are placed on the market.

**BIMS of New York Celebrate  
Victory at Annual Banquet**

Members of the BIMS of New York gathered in full force on the evening of January 24 at the Hotel Lafayette, New York, N. Y., for their



Pictured above are members of the sales staff, executives and representatives from Mexico, Cuba and Canada and members of the local staff of Magnus, Mabee & Reynard, Inc., New York, N. Y. The occasion was the inauguration of the company's second half-century of existence, and the date Jan. 4, 5, 6.

annual dinner. It was a most enjoyable occasion, made brighter by victory and by the presence of the very popular chairman Martin Schultes completely recovered from his critical illness of a year ago. Following a bounteous feast the chairman announced that there would be three golf meetings this season: one in May

in New Jersey; one in June in Westchester County and a third in September. There were no speeches and the members spent the balance of the evening enjoying games and chatting about matters of interest. The meeting was well attended despite the inclement weather and was confined solely to members.

## *finer Cosmetics*

... finer because they are manufactured in a most modern plant by skilled factory employees under the supervision of quality-minded production men according to formulas perfected by experienced chemists.

*Private Label Toilet Preparations Exclusively*

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*Manufacturers of Organic Chemicals since 1915*

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**Amyl Salicylate**

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**Benzylidineacetone**

**Benzoic Acid U.S.P. & Tech.**

**Cinnamic Aldehyde N. F. VII**

**Cinnamic Alcohol**

**Heptaldehyde**

**Heptylidineacetone**

**Methyl Benzoate**

**YOUR INQUIRIES INVITED**

**VAN SCHAACK CHEMICAL WORKS, INC.**

**3430 Henderson St.**

**Chicago 18**

## FTC Ruling to Be Reviewed by Supreme Court

The U. S. Supreme Court is to review a case wherein a Federal Trade Commission order was upheld reluctantly by a circuit court of appeals although it felt the order was "far too harsh."

The decision was on the use of the trademark "Alpacuna," by the Jacob Siegel Co., Philadelphia, Pa., and the court of the U. S. Circuit Court of Appeals.

## A Chemical Industries Exposition Reminder

The Twentieth Exposition of Chemical Industries takes place Feb. 25 to March 2, at the Grand Central Palace, New York, N. Y. Open Feb. 25, at 2 P.M. and daily thereafter, 11 A.M. to 10 P.M., except the final day, when the exposition closes at 6 P.M.

## Estrogenic Cosmetics Sales Blocked in Louisiana

The Louisiana State Board of Health under authority of Act 142 of 1936 has issued the following regulation:



The rapid expansion of Associated Products, Inc., Chicago, Ill., during the past year is aptly demonstrated in the photograph above, taken during the company's second annual sales conference held Jan. 7 through 9, in the Hotel Continental. Of the 150 attending were the field sales force of Chen Yu, Mme. Huntingford, Eryan, Ltd., and 5 Day Laboratories, Inc., as well as the home office executive staff.

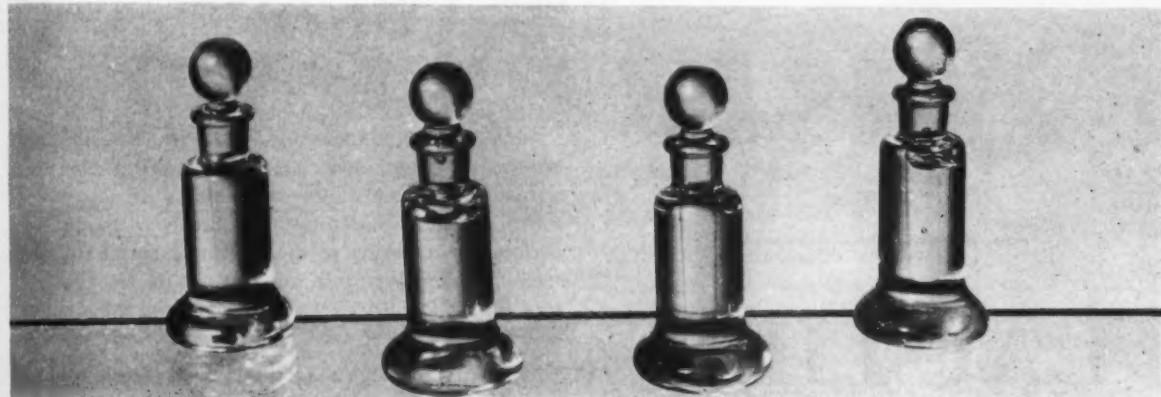
"Section 15 (a) 5.0800. The manufacture, processing, packing, sale or distribution of any cosmetic or beauty preparation containing estrogenic hormone, any of its chemical derivatives, or any synthetic chemical product possessing properties similar to estrogenic hormone that are being offered for sale and distribution in Louisiana."

David E. Brown, state health officer has informed manufacturers that:

"Beginning March 1, 1946, action will be taken against all cosmetic

preparations containing estrogenic hormone, any of its chemical derivatives, or any synthetic chemical product possessing properties similar to estrogenic hormone that are being offered for sale and distribution in Louisiana.

Therefore, if you have any products such as these being offered for sale and distribution in Louisiana, it would be to your interest to immediately withdraw such products from the markets in Louisiana."



## NOW READY FOR DELIVERY TESTERS

ANOTHER RICHFORD PRODUCT OF DISTINCTION

In one- and two-dram capacities. Fashioned of finest 400 grit ground glass, these testers feature elongated stoppers.

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For Perfumery For Over 100 Years

America's  
**FINEST**



POWCO BRAND Pulverized Neutral Soap, made from only the finest raw materials, laboratory controlled for uniformity of chemical and physical characteristics, and POWCO BRAND's wide experience in catering to the needs of dentifrice and cosmetic manufacturers are but two of the reasons why POWCO BRAND Pulverized Neutral Soap has helped to improve a long list of products.

Modern production methods and close selling margin make it possible for you to buy standardized air-floated POWCO BRAND Pulverized Neutral Soap to suit your needs—of better quality—at a saving.

POWDERED NEUTRAL SOAP

**JOHN POWELL & Co.**  
One Park Avenue  
New York 16, N. Y.

## Established French Line Being Brought to U. S.

Jean Mararian, who has been active in perfumes and toiletries in France for the past 16 years has formed an association with H. A. Tabibian & Co., 37-18 12th St., Long Island City, N. Y., for the marketing of perfumes and cosmetics.

Mr. Mararian's business, which is located at 12 Bis Rue Soyer Neuilly-Sur-Seine, Paris, France, is best known for Parfumerie de Marbel in cosmetics, and Parfum Marc-Allain in perfumes. Branches are also located in London, England, and in Milan, Italy.

The new association will import materials, unobtainable in this country, from France and carry out finished manufacturing in this country. Distribution will be through department stores and specialty shops. Just now attention is being shown to perfumes and a "long lasting" lipstick.

Mr. Mararian will remain in this country for another four months before returning to France.

During the war, Mr. Mararian was forced into research on new prod-



Lenthalic's "air-borne" sales convention held in Havana, Cuba, from December 28, 1945 to Jan. 7, 1946, first business get together of its kind since before the war, winds up with a gala dinner, held January 4, at the Nacional Hotel in the Cuban Capital as company executives and salesmen gather for business "round-up." Center figure in white is W. D. Canaday, Lenthalic's vice president in charge of sales, who continues his trip south of the Cuban border to various South American cities in the interest of new and potential markets.

ucts as a main activity, because of the shortage of materials. He was assisted in this by Dr. Emil Perdigon, who was a former assistant to Dr. Alexis Carrel. Also assisting were Professor Kurt P. Wimmer and M. Gropengiesser.

## Coty Moves Offices And Show Rooms

Coty, Inc., has announced the removal of its executive offices and showrooms from 423 West 55th St., New York, N. Y., to 730 Fifth Ave., where it occupies two floors.

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### PLYMOUTH Sun-bleached White Beeswax U.S.P.

This is guaranteed to be a 100% Pure Beeswax and sun-bleached. It is refined by the centrifugal method which removes all and every trace of foreign matter. We will gladly send samples.

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A special grade of White Ceresin Wax prepared for the cosmetic trade. Absolutely white and odorless. It has a melting point corresponding to that of Beeswax so that in using it in connection with Beeswax in cream any "lumpiness" is avoided. Its use will also produce a very glossy cream.

We offer all grades of the U.S.P. fully-refined Paraffin Waxes.

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Chemical Formulary (Bennett) Vol. VII	6.00
Chemistry and Manufacture of Cosmetics (de Navarre)	8.00
Commercial Methods of Analysis (Snell & Biffen)	6.00
Condensed Chemical Dictionary	12.00
Cosmetic Dermatology (Goodman)	6.50
Drug & Specialty Formulas (Belanger)	6.00
Emulsion Technology (Theoretical & Applied)	5.00
Flavor (Crocker) Just published!	2.50
Hair Dyes & Hair Dyeing (Redgrave & Foan)	5.00
How to Make and Use a Small Chemical Laboratory (Raymond Francis Yates)	1.00
National Formulary, VII	6.25
Non-Intoxicants (Nowak)	6.00
Practical Flavoring Extract Maker (Kessler) water damaged	2.00
Preparation of Perfumes & Cosmetics (Durville)	10.00
Substitutes (Bennett)	4.00
The Law of Foods, Drugs & Cosmetics (Toulmin) One large volume, 1460 pages	17.50
Henley's Twentieth Century Book of Recipes, Formulas and Processes	4.00
U. S. Dispensatory XXIII	15.00
U. S. Pharmacopoeia, XII	7.75

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### **Disposal of Standard Synthetic's Assets**

The assets of Standard Synthetics, Inc., New York, N. Y., were disposed of on Jan. 2, on the order of the New York Supreme Court. Some fifty bidders were present when the assets of the company were liquidated.

### **Berjé Products: A New Essential Oil House**

A new company, Berjé Products Co., has been formed, and manufacturing began Feb. 1. The company is under the direction of J. Leslie Bleimann, who was formerly with Standard Synthetics, Inc., prior to entry into the Army in 1943.

Due to the critical shortage of space, the office and factory of the new company is temporarily located at 366 West Broadway, New York, N. Y.

Mr. Bleimann is making known the compounds and raw materials which the company will carry. He has stated that the company is most fortunate in obtaining some scarce essential oils which are required in fine perfume compounds. Also, the firm

is representing distillers, manufacturers, and shippers of Grasse and North Africa. Raw materials are in the process of immediate shipment. Imports are being arranged for from Spain and Portugal.

Mr. Bleimann hopes to develop the export business, particularly to South America, into one of the main functions of the organization.

Mr. Bleimann served overseas for two years and seven months, first in North Africa and Italy, and then with Chemical Mortar Battalion No. 36 in Normandy. He fought with the Third Army in the Battle of the Bulge, where he was wounded. He was evacuated to Belgium, and returned to this country to be discharged Dec. 31, 1945.

### **Soap Allocated To Philippines**

The Department of Agriculture has announced allocations of soap for the Philippines during the first quarter of 1946. The quantities follow: Medicated soap, 5,000 pounds; laundry, 900,000 pounds; toilet, 900,000 pounds; shaving cream and soap, 24,000 pounds.

### **Packaging Machine Corp. Formed**

The A-B-C Packaging Machine Corp., Quincy, Ill., has been formed, with a paid-in capital of \$100,000.

Officers are: Morris P. Neal, president; Dr. Johan Bjorksten, vice-president; Omer Rupp, vice-president; and Ralph Schrage, secretary and treasurer. Directors are: Morris P. Neal, chairman, Dr. Johan Bjorksten, Helen M. Neal and Ralph Schrage.

The A-B-C Packaging Machine Corp. manufactures a complete line of automatic and semi-automatic case sealers, compression units, and other automatic packaging equipment.

Dr. Johan Bjorksten is in charge of the chemical aspects of the business and is conducting research on new developments at his Chicago laboratories.

### **FTC Act Amendment Hearings Open**

On Jan. 29, hearings were opened on the Reece bill (H.R. 2390) amending the Federal Trade Commission act which would permit courts to review evidence in FTC cases.

## **René Forster Company**

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Benzyl Benzoate F.F.C.	Ionone for Soap
Cinnamic Aldehyde	Linalool Extra
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## New Flavors-Essential Oils House

Carl F. Meibes, formerly vice-president and Eastern sales manager of James B. Long & Co., Chicago, Ill., and Leon Ganford, who was in charge of production and laboratory of the same company, have associated to form Flavaroma Laboratories, Inc., with offices and plant at 1354 East 61st St., Chicago, Ill., and Eastern offices and warehouse at 415 Greenwich St., New York, N. Y.

The company is manufacturing a full line of flavors and extracts, and also vegetable and certified colors. The plant has been in production since Jan. 1, and is well equipped to handle a large volume of business.

Carl F. Meibes, president of the new company, maintains headquarters in New York.

## Parfum L'Orle Denied Trademark on Lorodo

Parfum L'Orle, New York, N. Y., has not been allowed to register the trademark Lorodo by the U. S. Court of Customs and Patent Appeals, on its solid form deodorant.

The court held that confusion might arise for the similarity of sound between Lorodo and Yodora, the latter having been registered and used by McKesson & Robbins.

## Piver Re-introduces Line

L. T. Piver, Inc., New York, N. Y., re-organized under the name of L. T. Piver Distributors, is planning to reintroduce its line of toiletries.

The most popular odors, Azurea, Floramye, Trefle and Pompeia are being brought out in modern packages, according to R. E. Hankar, president. Essences and perfumes are imported from Parfumerie L. T. Piver, the Paris branch.

## Dodge & Olcott Division In New Quarters

The offices of the Insecticide Division of Dodge & Olcott, Inc., were moved from 180 Varick St. to 60 East 42nd St., New York, N. Y.

The new address will read as follows: Insecticide Division, Dodge & Olcott, Inc., 60 East 42nd St., New York, N. Y. The telephone number will be Murray Hill 2-6700.

## ADCAM Holds First Meeting of the Year

The first meeting of the Allied Drug and Cosmetic Association of Michigan was held Jan. 23, at the Detroit Leland Hotel.

The meeting was addressed by the association's new president, Maison G. DeNavarre.

## Remus Moves to Larger Warehouse

The New York, N. Y., warehouse of Edward Remus & Corp., has been moved to 616 West 44 St. The move permits the use of more space.

## New Manager of Rallet And Marie Earle

Jean Despres, vice-president of all sales divisions of Coty, Inc., New York, N. Y., has announced the appointment of Miss Mildred Wedekind as manager of the Rallet Corp., and Marie Earle, Inc.

Miss Wedekind will be assisted by Miss Irene Kuhlman and Miss Clara Larkin. Miss Wedekind and her assistants bring with them long experience in the field of toiletries.

# PATIENCE



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## PERFUME

## SPECIALTIES



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### Dress Manufacturers Enter Cosmetics Field

Henry Rosenfeld, Inc., New York, N. Y., is the latest dress manufacturer to enter the cosmetics field. The trend was started when Horwitz and Duberman, New York, N. Y., introduced the Judy 'n Jill line of perfume and cologne.

The Rosenfeld line will be comprehensive, and will include lipstick, brush lipstick, perfume, cologne, rouge, face and dusting powder. The perfume and cologne are to be merchandised under the name "Mad Hour." Advertising is scheduled to break in April. Distribution will be through department stores and dress shops.

Teen-timer is another dress firm to enter the field, appealing primarily to the teen-age group. The line was introduced in October with outlets in dress shops and department stores. Cologne, perfume, lipstick, face cream, hand lotion, shampoo, bubble bath and dusting powder compose the line.

It is reported that Maurice Rentner is to introduce a perfume soon.

Junior Guild Frocks, Inc., is selling "Mine Alone" cologne. An interesting treatment is to tie the design of the cologne box with the design of the dress featured in the advertisement. Junior Guild Frocks is located in Chicago. All other firms mentioned are in New York.

### Jacqueline Cochran January Sales Meeting

Jacqueline Cochran, who recently returned from her four months round-the-world trip to resume her activities as head of her own company, presided at the annual sales meeting of the Jacqueline Cochran staff.

All department heads were present for the four-day sales meeting which was held at the Barclay Hotel, Jan. 3, 4, 5 and 7.

Plans were discussed for the re-conversion of the firm's new building for executive offices at 10 West 56th St., New York, N. Y., and the new laboratory in Newark, N. J.

Several new items will be introduced in the Jacqueline Cochran line this Spring.

### Courtley Expands

Courtley, Ltd., Los Angeles, Calif., is building a new factory at Ellenville, N. Y., to serve all distributors east of the Mississippi. The plant will cover an area of 45,000 square feet.

William Nassour, head of Courtley, Ltd., announces that in addition to manufacturing facilities in Los Angeles, Mexico City and New York, expansion plans in 1946 include the opening of a Canadian plant and a factory in England.

### Evans Reduces Thio-glycolic Acid Price

Evans Chemetics, Inc., New York, N. Y., has announced the reduction of the basic price of Thiovanic Acid (vacuum distilled thioglycolic acid) from \$3.50 to \$2.00 per pound (100 per cent basis).

When introduced commercially this product sold for \$10.00 a pound. The drop in price has been made possible through improved methods of manufacture, and a steadily broadening market.

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VANITY CASES

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No other base used in your cream, equals the merits of B-W Lanolin.

**B-W HYDROPHIL (Absorption Base) Made in U.S.A.**

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SELECTED GRADE NATURAL PEPPERMINT EXTRACT (OIL)

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*Beeswax*

And because of its superior quality you can use less and still get a finer finished product. Guaranteed pure... guaranteed always the same.

## WILL & BAUMER CANDLE CO., INC.

Established 1855

SYRACUSE, NEW YORK

Spermaceti Ceresine Red Oil Yellow Beeswax

Composition Waxes

Stearic Acid

Hydistear

### Packaging Machinery Manufacturers Meeting

The semi-annual meeting of the members of the Packaging Machinery Manufacturers Institute will be held at the Hotel Dennis, Atlantic City, N. J., April 1, it has been announced by President Frank B. Fairbanks. The chairman of the meeting will be H. Lyle Greene, who is vice-president of the institute.

The semi-annual meeting of the machinery manufacturers precedes the packaging exposition, to be held in Atlantic City from April 2 to 5, in which many types of packaging equipment will be displayed.

### Purepac Corp. Acquires Angelus Laboratories

The Purepac Corp., New York, N. Y., acquired the Brunswig Drug Co.'s. Angelus Laboratories on Feb. 1. "Velma" cosmetics and "Mr." line of men's toiletries was included in the sale. The sale of all laboratory and factory equipment, supplies and raw materials was completed in Los Angeles. The building housing the laboratory has been leased from the

Brunswig Drug Co. Joseph Bander, vice-president of Purepac, will be in charge of West Coast operations.

### Frank Edwards Organizes New Chemical Company

The formation of Frank J. Edwards Co., for the distribution of chemicals for import, export and domestic consumption has been announced. The new company will maintain offices at 15 William St., New York, N. Y., and will be under the direction of Mr. Edwards. Offices in other manufacturing centers will be opened shortly. At present, arrangements are being made to provide warehousing facilities in these areas.

### Merger Limitation Bill Proposed

It is reported that the Kefauver bill, a bill designed to prevent mergers when they might create a monopoly, or constitute a threat to the existence of small business, will be reported to the House shortly. The bill is known as H.R. 4810.

### Chen Yu Window Display Contest Winners

Prize winners in the Chen Yu window display contest featuring Chinese Red were announced recently by Associated Products, Inc., Chicago, Ill.

Awards were judged by L. J. Ruskin and John Rawlings. Photographs were judged without knowledge of the identity of the entries.

First prize of a \$1,000 War Bond in the department store classification went to Halle Brothers, Cleveland; and the second prize to Buffman's, Long Beach.

The Stevens Pharmacy, Oconomowoc, Wisc., won first prize of a \$1,000 War Bond in the drug store classifications; and the second prize went to Fullerton Drug Co., Fullerton, Calif.

### Dr. Jacobs, Health Dept.'s Chemical Laboratory Chief

Dr. Morris B. Jacobs, Senior Chemist, Department of Health, City of New York, has been designated Chief of the Chemical Laboratory, of the Department of Health, City of New York.



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# MARKET REPORT

## Bourbon Vanilla Bean Market Firmer

**I**N order to meet competitive conditions that have existed for the past several months, principal manufacturers of tartaric acid reduced prices 8c a pound. Cream of tartar was lowered 6c a pound. Tartaric acid is used as a substitute for citric acid in the manufacture of beverages. It is also used in baking powder, in effervescent drinks, in medicine, dyeing and printing. The change in prices by domestic makers was the first since September 4, 1941. Spain has been in a position to ship tartaric acid to this country at a cost that had permitted agents of the shippers to undersell domestic manufacturers by a fairly wide margin.

### VANILLA BEAN PRICES ADVANCED

Spot prices on Bourbon vanilla were firmer in anticipation of higher replacement costs. The French Colonial Government has demanded an increase of \$2 per kilo on new shipments of beans to be exported from Madagascar against the new quota to be established shortly. Local importers, however, have made counter offers at \$1 per kilo above the old prices paid, and at the close of last month the trade was anxiously awaiting a reply. However, there appears to be little question that future arrivals of beans from Madagascar will cost more, and as a result, a decidedly better demand developed in the spot market.

With steadily rising import prices, essential oil dealers are encountering considerable difficulty in meeting the higher prices because of low domestic ceiling prices. Petitgrain and lemon grass have been steadily advancing for shipment, and in some instances local houses were forced to discontinue offering these oils since their ceiling prices are entirely too low to meet the higher replacement costs.

The conditions in citronella continued very unsatisfactory. The Federal government, reversing its practice of many years, has reclassified importations as compounds since the arrivals were found to contain a petroleum distillate. As a result, the duty under the compound classification proved considerably higher. Pending the outcome of litigation in the U. S. Customs Court regarding this matter, there is considerable hesitation on the part of both foreign shippers to sell and importers to buy merchandise.

### CLOVE OIL PRICE REDUCED

One of the major price developments in the essential oil market was a rather sharp reduction in the price of clove oil. Suppliers have been able to work off a substantial backlog of orders, and with a continued good supply of the spice available, major distillers feel they will have more than enough oil to meet coming demands.

Sharp curtailment in the production of basic coal-tar chemicals to approximately 15 per cent of normal because of the steel strike may bring about a general tightening in the supply of those aromatic chemicals derived from such basic materials as xylol and benzol. There is a substantial quantity of toluol hanging over the market which had been carried over from the war, but many chemicals derived from phenol likewise bear close watching.

### GLYCERIN STOCK DECLINE

Glycerin stocks declined 4,836,000 pounds in October to 46,067,000 pounds (absolute basis). During the war period a supply below 50,000,000 pounds was regarded as dangerously low. Production increased during October to 14,501,000 pounds in contrast to the Sep-

tember output of 14,355,00 pounds. Consumption of glycerin in the explosives industry has been declining somewhat in recent weeks. Protective coatings demand is continuing at a high rate and export inquiries continue to run into a substantial quantity. Late reports indicate that approximately a million or more pounds are due to arrive here this month. While it is understood that all of this material coming from Australia is dynamite glycerin, nevertheless, it should relieve the strain on the demand for domestic material going into explosives.

### LOWER MENTHOL PRICES

After displaying brief periods of strength, the menthol market turned quieter at the close of last month with prices showing a fairly substantial loss over those prevailing in the final month of last year. While it is believed that the much lower prices as compared with those a year ago will result in a reduced output in Brazil this year, fairly good quantities will be carried over in the primary market and if reports concerning a supply of approximately 200,000 pounds in China prove true, there should be more than enough material to meet world requirements over the new year. Last year's output of menthol in Brazil, according to estimates, ran between 300 to 350 tons, whereas consumption in the United States normally runs between 200 to 250 tons a year. If this year's output in Brazil falls to around 150 to 200 tons, the 100 tons reported held in China combined with the carryover should be sufficient to take care of the demand. Developments in some of the gums proved rather disappointing. Arabic turned easier as the result of a substantial arrival and an inactive demand.



# PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

## ESSENTIAL OILS

Almond Bit, per lb.	3.50@ 4.00
FPPA	4.75@ 5.10
Sweet True	1.10@ 1.30
Apricot Kernel	.48@ .50
Amber, rectified	2.25 Nom'l
Angelica Root	125.00@ 150.00
Anise, U. S. P.	3.85@ 4.10
Imitation	1.75@ 2.10
Aspic (spike) Spain	2.85@ 3.25
Avocado	1.05@ 1.25
Bay	1.40@ 1.75
Bergamot	9.00@ 10.00
Artificial	4.00@ 9.25
Birch, sweet	2.50@ 5.00
Birchtar, crude	2.25 Nom'l
Birchtar, rectified	4.25 Nom'l
Bois de Rose	5.75@ 6.25
Cade, U. S. P.	.90@ 1.20
Cajeput	3.00 Nom'l
Calamus	22.00@ 25.00
Camphor "white," dom.	.25@ .30
Cananga, native	11.00@ 12.50
Rectified	13.00@ 14.25
Caraway	8.75@ 11.50
Cardamon	18.00@ 20.00
Cassia, rectified, U. S. P.	11.00@ 12.75
Imitation	3.75@
Cedar leaf	1.10@ 1.25
U. S. P.	2.65@ 3.34
Cedar wood	1.00@ 1.25
Celery	16.50@ 18.00
Chamomile	150.00 Nom'l
Cinnamon bark oil	32.50@ 35.00

Citronella, Ceylon	1.70@ 1.85	Orange, bitter	3.90@ 3.95
Java	3.25 Nom'l	Brazilian	1.50@ 1.65
Cloves, Zanzibar	1.60@ 1.75	Calif., exp.	1.80@ 2.00
Coriander	25.00@ 30.00	Orris Root, abs. (oz.)	135.00@
Imitation	12.00@ 14.00	Artificial	36.00@ 40.00
Croton	4.25@ 4.80	Penroyal, Amer.	3.50@ 3.80
Cumin	9.00@ 11.00	European	3.65@ 3.85
Dillseed	8.00 Nom'l	Peppermint, natural	6.25@ 6.75
Erigeron	2.25@ 5.00	Redistilled	2.50@ 7.10
Eucalyptus	1.25@ 1.35	Petigrain	2.65@ 3.10
Fennel, Sweet	4.00@ 4.50	Pimiento Berry	7.00@ 7.60
Geranium, Rose, Algerian	15.50@ 17.00	Pinus Sylvesteris	4.25@ 5.00
Bourbon	16.00@ 17.80	Pumillanis	4.25@ 4.75
Turkish	6.75@ 7.25	Rose, Bulgaria (oz.)	30.00@ 40.00
Ginger	13.00@ 15.00	Synthetic, lb.	45.00@ 55.00
Guaiac (Wood)	3.50@ 4.25	Rosemary, Spanish	1.60@ 1.75
Hemlock	2.65@ 3.34	Sage	3.00@ 3.50
Substitute	.55@ .60	Sage, Clary	25.00@ 30.00
Juniper Berry	11.50@ 12.75	Sandalwood, N. F.	7.00@ 7.25
Juniper Wood, imitation	1.00@ 1.25	Sassafras, natural	2.00@ 2.15
Laurel	5.00 Nom'l	Artificial	.90@ 1.10
Lavandin	8.00@ 8.75	Snake root	12.00 Nom'l
Lavender, French	15.00@ 17.25	Spearmint	4.00 Nom'l
Lemon, Calif.	3.25@	Thyme, red	3.00@ 3.15
Lemongrass	2.80@ 3.00	White	3.25@ 3.50
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Linaloe	5.80@ 6.10	Bourbon	35.00@ 40.00
Lovage	95.00 Nom'l	Wintergreen	4.85@ 8.50
Marjoram	7.25@ 7.50	Wormseed	5.25 Nom'l
Neroli, Bigarde P.	300.00@ 375.00	Ylang Ylang, Manila	38.00 Nom'l
Petales, extra	265.00@ 300.00	Bourbon	20.00@ 28.00
Olibanum	5.00@ 5.75		
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(Continued on page 113)

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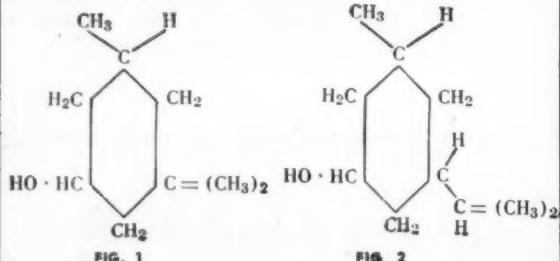
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(Continued from page 111)

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C 11	22.00 Nom'l
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Butyl Acetate	.15@ .17	Linolyl Benzoate	10.50@
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(Continued on page 115)

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(Continued from page 113)

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Pheny Valerianate	16.00@ 17.50
Phenylpropyl Acetate	10.00 Nom'l
Santalyl Acetate	20.00@ 22.50
Seatal C. P. (oz.)	5.35@ 6.00
Styrolyl Acetate	2.50@ 3.00
Vanillin (clove oil)	2.60 Nom'l
Lignin	2.35 Nom'l
Vetiver Acetate	25.00 Nom'l
Violet Ketone Alpha	18.00 Nom'l
Beta	15.00 Nom'l
Methyl	6.50 Nom'l
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Peru	1.15@ 1.30
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Calamine	.18@ .20

Calcium, phosphate	.08@ .08½
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Castoreum, Canada	7.80@ 10.00
Cetyl, Alcohol	1.75@ 1.80
Chalk, precip.	.03½@ .06½
Cherry Laurel Water, jug, gal.	2.60@ 3.10
Citric Acid	.21@ .24
Civet, ounce	18.00@ 25.00
Clay, colloidal	.07@ .15
Cocoa, Butter, Lump	.25½@ .27
Cyclohexanol (Hexalin)	.30@ .50
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Glycerin, C. P., drums	.18½@ .18½
Gum Arabic, white	.42@ .45
Amber	.12@ .12½
Powdered, U.S.P.	.18@ .21
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Gum Galbanum	1.10@ 1.35
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Labdanum	5.00@ 7.00
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Salicylic Acid	.35@ .40
Saponin	2.00@ 2.50
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Peanut, blchd., tanks	.1501@
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Stearic Acid	
Triple Pressed	.18½@ .19½
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& Essential Oil Review

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